A Gralla Publication

October 1987

CONTRACT

THE BUSINESS MAGAZINE OF COMMERCIAL FURNISHINGS, INTERIOR DESIGN, & ARCHITECTURE



COVER: GUNLOCKE
unveils $Exel_3$ line

HOTEL DESIGN
is upscale, elegant

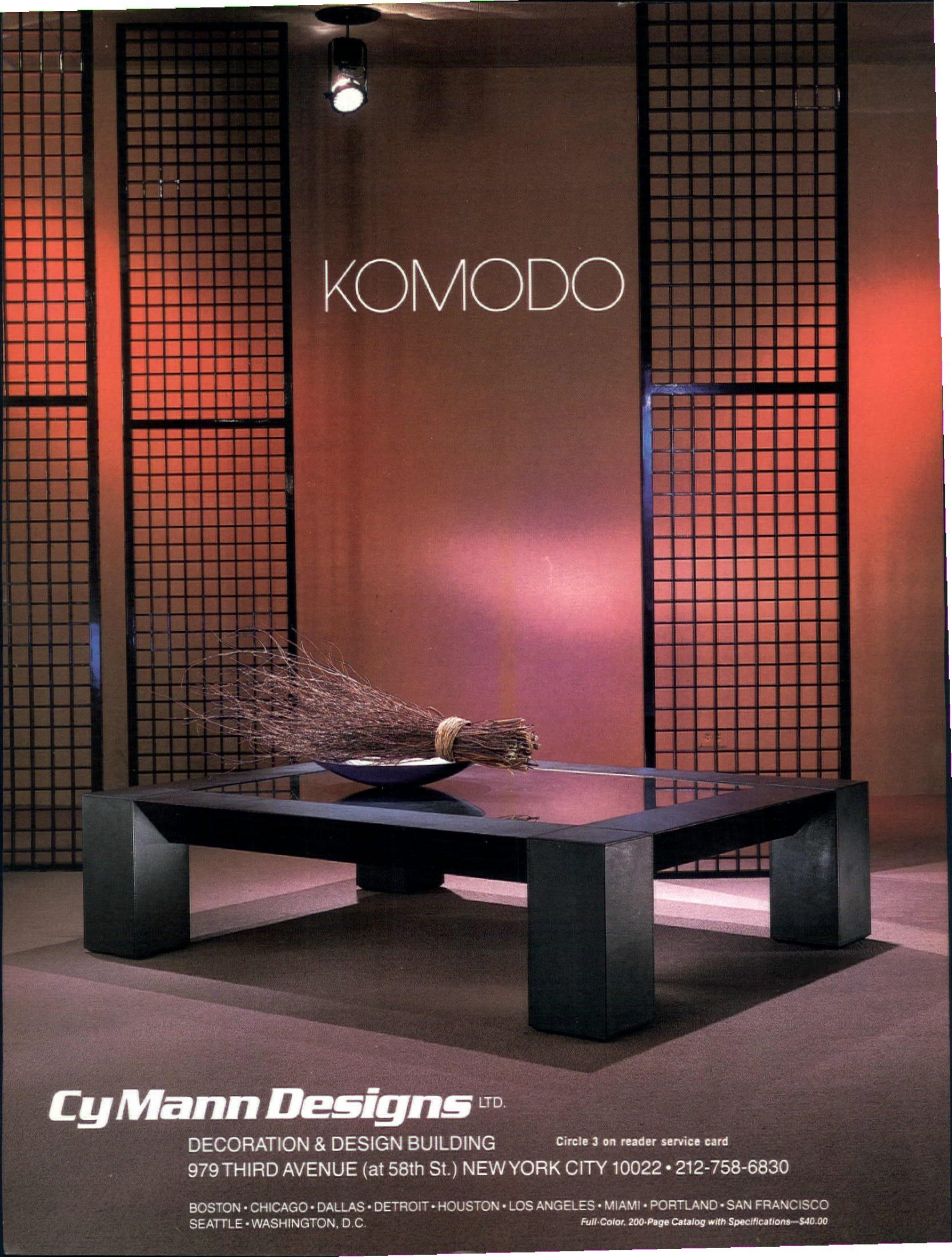
WHO'S WHO IN MIDWEST
lists contract designers

WALLCOVERING DIRECTORY
includes 140 sources

EXECUTIVE BUYER EDITION

BONUS CIRCULATION:
5,000 LODGING/HOTEL
MANAGERS & OPERATORS


OJVM
When quality is the ultimate consideration.
©1987 OJVM
O.J. VAN MAELE, TIELT BELGIUM
OJVM WALLCOVERINGS, MARLBORO NEW JERSEY
Circle 1 on reader service card



KOMODO
Cy Mann Designs LTD.
DECORATION & DESIGN BUILDING
Circle 3 on reader service card
979 THIRD AVENUE (at 58th St.) NEW YORK CITY 10022 • 212-758-6830
BOSTON • CHICAGO • DALLAS • DETROIT • HOUSTON • LOS ANGELES • MIAMI • PORTLAND • SAN FRANCISCO
SEATTLE • WASHINGTON, D.C.
Full-Color, 200-Page Catalog with Specifications—$40.00

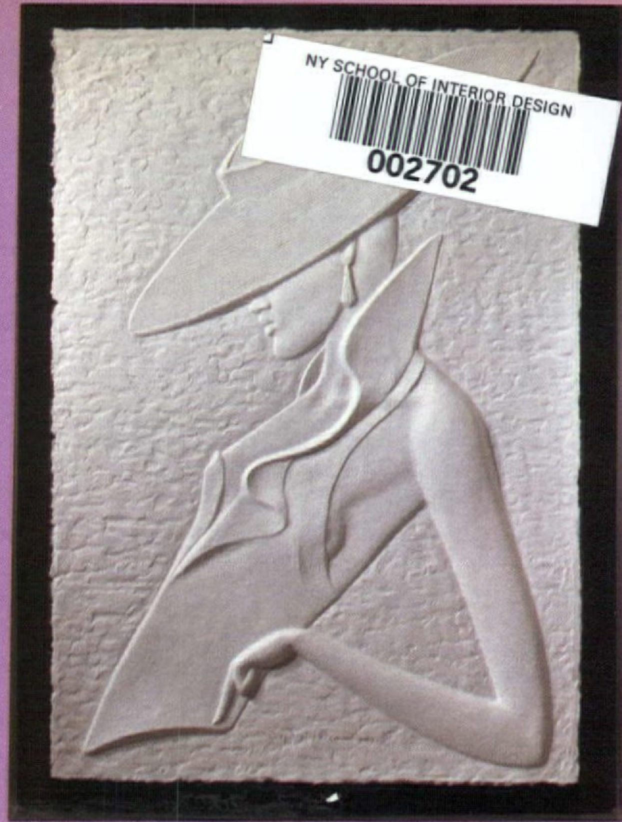
Austin

Distinctive Wall Art

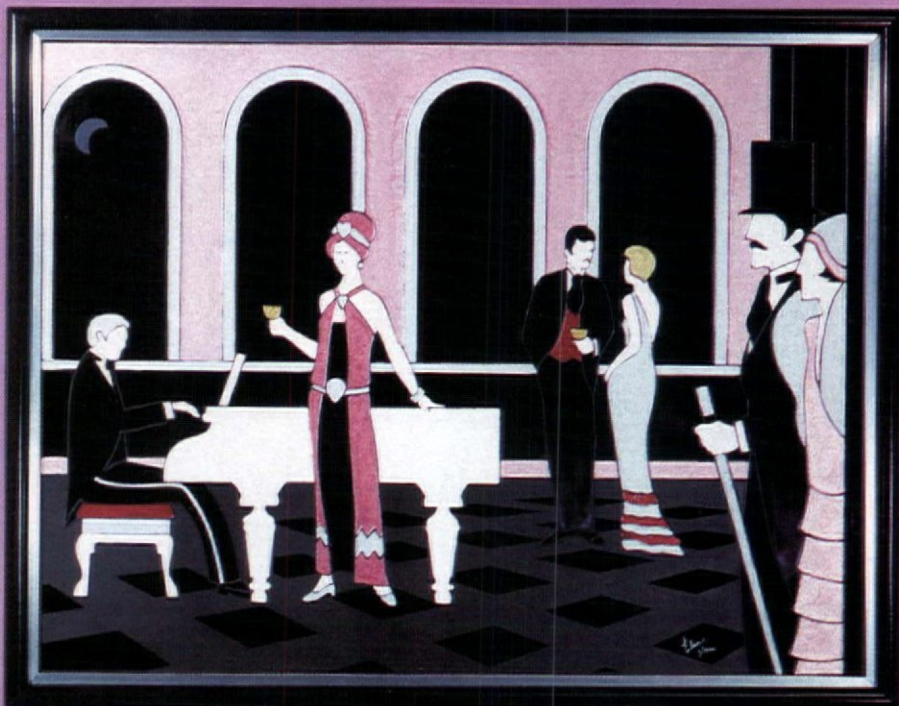
- Extensive range of styles
- Custom work available



LATH ART, "Tulip Basket"



CAST PAPER, "Sophisticated Lady III"



ACRYLART
"The Cocktail Party"

WRITE FOR INFORMATION

AUSTIN PRODUCTIONS, INC.

815 GRUNDY AVENUE, HOLBROOK, NY 11741 • (516) 981-7300 / ORDER HOTLINE: 1 800 645-7303

SCULPTURE PEDESTALS CERAMICS LATH ART CAST PAPER

SHOWROOMS

NEW YORK; 225 5th Ave., Space 905-911 • CHICAGO; Straaton Sales, 1510 Merchandise Mart • DALLAS; Suite 10067 World Trade Center
DALLAS; Grover Nash Sales, 1309 Dallas Trade Mart • HIGH POINT; Southern Furniture Market Center, Accessory Park South, Space 401-2
HIGH POINT; Lee Kennedy & Associates, S.F.E. Building, Suite 262 • ATLANTA; Lee Kennedy & Associates, Merchandise Mart, 9A1 Atlanta Mart
RESTON, VA; Leonard A. Goodman, Inc., 12260 Sunrise Valley Drive, Suite 317 • LOS ANGELES; Daniel & Associates, The L.A. Mart, 1933 South Broadway
DENVER; Broadway Sales, Merchandise Mart, Suite 2150 • BEDFORD, MA; Richard J. Myerson, The Center, Suite 410
PHOENIX; Daniel & Associates, Merchandise Mart, Suite 200 • MINNETONKA, MN; Dick Carlson Associates, Umaga Trade Center, Suite 227
SAN FRANCISCO; Western Merchandise Mart, Space 743, Mart 1 • SEATTLE; Watson Sales, N.W. Furniture Mart • CANADA; 1148 Bellamy Road, Scarborough, Toronto
CANADA; Toronto International Center of Commerce, 6900 Airport Road, Showroom 115, Mississaugua, Ontario L4V 1E8
CANADA; Place Bonaventure, Mart C, 15-17, Champlain, Montreal PQ.

Circle 2 on reader service card



Exel, executive chair is exclusively introduced by The Gunlocke Company on our cover this month. Creative concept by Richard Zoehrer and Jayne Burmaster. Photography by Michael Myers. See p. 80 for details on product and company.

Co-Publisher & Editor, Len Corlin
Co-Publisher & Adv. Sales Dir., Gary S. Puro

Executive Editor, Roberta S. Walton
Managing Editor, Sara O. Marberry
Associate Editors, Eileen McMorrow, Elizabeth Olarsh
Contributing Editors, Roseann Caffaro, Marita Thomas

Art Director, Richard Zoehrer
Associate Art Director, David Emfinger

Associate Publisher & Midwest Manager, Marie Kowalchuk
Business Manager, Morton L. Silverman
Eastern Manager, William R. Baker
Western Manager, Neil Silverstein

Promotion Director, Michael Hyman
Promotion Manager, Petra Pellicano

Market Research Director, Robert A. Leibson
Market Research Manager, Richard Sulzman
Assistant Research Manager, Renee Weil

Production Director, Barry Miller
Production Manager, Victoria L. Brewster
Assistant Production Manager, Lynn M. Saphire

Classified Advertising Manager, Nancy Leffler Berman
Circulation Manager, Barbara Iavaroni

President, Gralla Publications, Frank A. Rizzo

CONTRACT

Vol. 29, No. 10
October 1987

THE BUSINESS MAGAZINE OF COMMERCIAL FURNISHINGS, INTERIOR DESIGN, & ARCHITECTURE

DEPARTMENTS

EXECUTIVE BUYER EDITION
BONUS CIRCULATION:
5,000 LODGING OWNERS/OPERATORS

CONTRACT

Volume 29, No. 10

November: Executive Buyer Edition/Corporate Offices offers bonus circulation to 5,000 office managers and facility planners. Featured are a selection of outstanding office designs, plus product sections on Corporate Furniture/Furnishings, Conference Room Tables, and Desk Accessories. Winners of the IBD/CONTRACT magazine Product Design Competition are covered in the issue, with the Best-Of-Competition featured on the cover. Bonus distribution to 2,000 Canadian contract designers and architects.

December: Executive Buyer Edition/Fast Food Chains, Cafeterias & Retail Businesses offers bonus circulation to 5,000 fast food chain executives and retail developers. Designs for the fast food facility and retail operation are covered in a range of recent projects completed for these specialties. Look for Fast Food Furniture/Furnishings product review Public Seating review, and coverage of Art & Graphics product lines. Directory of Marts and Showrooms offers information on contract mart events and executives.

Advertising Representatives

New York:
Gary S. Puro, Co-publisher & Adv. Sales Dir.
William R. Baker, Eastern Manager,
Michael Silber, Regional Manager
Gralla Publications
1515 Broadway, 24th Floor,
New York, NY 10036.
Phone: (212) 869-1300.

Chicago:
Marie Kowalchuk, Associate Publisher & Midwest Mgr.,
Gralla Publications
6160 N. Cicero Ave., Suite 122, Chicago, IL 60646
Phone: (312) 545-0700

West Coast:
Neil Silverstein, Western Manager, Gralla Publications,
16200 Ventura Blvd., Suite 328
Encino, Calif. 91436 Phone: (818) 788-0271.

Overseas:
Studio Ratto, Via Macedonio Melloni,
4-20129, Milan, Italy

Gralla Publications
President: Frank A. Rizzo
Vice Presidents: Howard Rauch,
Rosalind Schacknow, Peggy I. Sholtz, Marshall D.
Siegel, Morton Silverman.
Executive Vice President: Milton Gralla
Executive Consultant: Lawrence Gralla

Other Gralla Publications:
Advisory Enterprises Division: Contact Lens Forum, Ophthalmology Management, Optometric Management. Bank Systems & Equipment; Builders' Kitchens & Baths; Contract Direct Reply Cards; Corporate Travel; Facilities Design & Management; Giftware Business; Health Care Systems; Impressions; Kitchen & Bath Business; Meeting News; Multi-Housing News; National Jeweler; Premium/Incentive Business; Real Estate Times; Sew Business; Sporting Goods Business; Travel Agents MarketPlace.

CONTRACT ISSN 0010-7831 is published monthly by Gralla Publications, 1515 Broadway, 24th Floor, New York, N.Y. 10036. Phone (212) 869-1300. Subscription price one year $20, two years $33 for firms and individuals who specify, design, buy, or replace contract furnishings. All other U.S. subscriptions $55 per year. All Canadian and Mexican subscriptions $32 per year for qualified subscribers and $63 per year for non-trade. All other foreign subscriptions $85 per year. Single copy $6. Directory and special issues $10. The publisher assumes no responsibility for opinions expressed by editorial contributions to CONTRACT. The publisher reserves the right to reject any advertising not in keeping with the publisher's standards. **SUBSCRIBER INFORMATION & ADDRESS CHANGES:** Write to Circulation Dept., Rm. 930, 1501 Broadway, NY, NY 10036. POSTMASTER: Send address changes to CONTRACT Circulation Dept., Rm. 930, 1501 Broadway, NY, NY 10036. Second Class postage paid at New York, NY and additional mailing offices.

BPA

CONTRACT

COMMENTARY



THE MAKING OF A COVER

This month's cover marks the 14th in a series of product introductions announced to the industry exclusively through CONTRACT magazine. The product cover format, launched with our February, 1986 magazine, has evolved to include a profile of the manufacturer making the introduction, as well as specification details on the new line which appear regularly in the "On Our Cover" column. With this issue, The Gunlocke Company joins the ranks of manufacturers who have worked cooperatively with CONTRACT editors in creating a fitting announcement of their new ventures. Featured in the past have been Uniroyal, Condi, Steelcase, Harter, Koch & Lowy, Brickel, Wilsonart, Lees Carpet, Haworth, Brayton International, GF Furniture Systems, RoseJohnson, and Scalamandre. Creative efforts have included numerous mock-ups at manufacturing plants and in photographers' studios, with product occasionally being shipped direct from overseas to make deadlines for the magazine. This month's effort, proved, like many others, to be as much an exercise in ingenuity as in carefully planned collaboration. CONTRACT took Gunlocke's $Exel_3$ executive chair through the paces in a salvage yard setting, replete with abstract compositions that formed a counterpoint to the chair's own streamlined design. Discarded offset printing plates, waffle-patterned iron grating, and compressed tin cans, were rejected in favor of ripped up I-beams—the background ultimately selected. Photographer Michael Myers; Terry Hunt, Gunlocke director of design and creator of $Exel_3$; Jayne Burmaster, Gunlocke art director; and Richard Zoehrer, CONTRACT art director, spent a day's shoot amidst twisted wreckage, putting to good use the spoils of industrial design as fixtures for our cover. Readers can look forward to such imaginative approaches to cover design in future issues. As always, the editors welcome your thoughts and reactions.



Shown (l. to r.) at the site of this month's cover shoot are Gunlocke's Jayne Burmaster and Terry Hunt, and CONTRACT art director Richard Zoehrer.

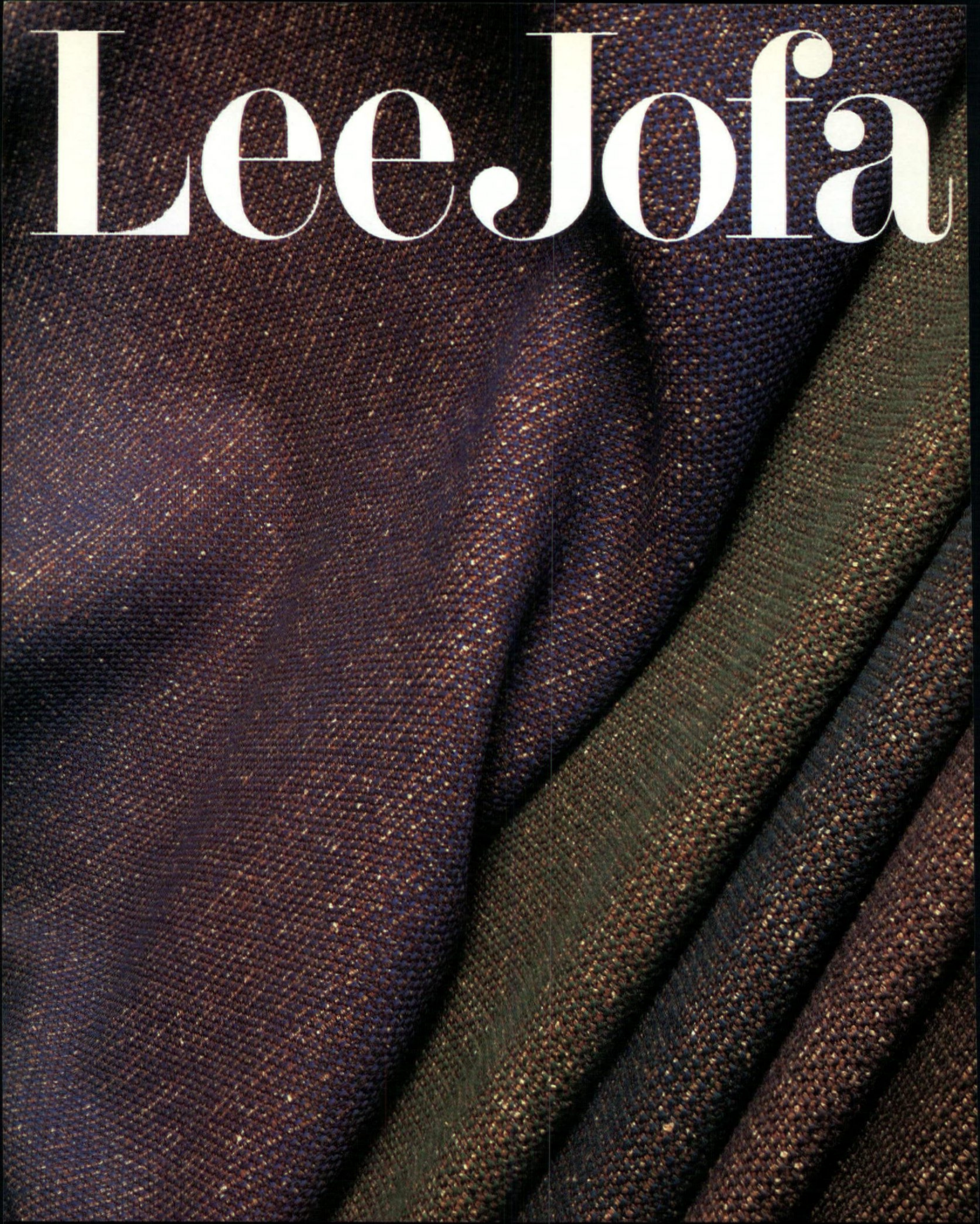
Roberta Walton

Executive Editor



Flame just met its match.
Washable. Durable. Inherent. Soil release... The Protos Collection by Cohama Specifier. Passes flammability requirements of NFPA 701.
TREVIRA
polyester for FR fabrics
COHAMA SPECIFIER®
200 Madison Avenue
New York, NY 10016
212-561-8680
Division of United Merchants and Manufacturers, Inc.
Circle 7 on reader service card
DuPont Zelcon
fabric conditioner




Lee Jofa

HOW TO FIND YOUR WAY OUT OF
THE CONTRACT JUNGLE



The overgrown underbrush



Civilization

The dark, dangerous jungle can have you treading hip-deep in a quicksand of product that doesn't rise to the top. You'll be facing the gaping jaws of inflated prices, and hacking at the impenetrable underbrush of confusing product lines. Are you doomed to slither around on the jungle floor? Is there no hope? Is there no way out?



Yes. . .there in front of your very eyes. . .parting the jungle like a miracle, it's your guide! High Point Furniture Industries. One company, one book, that turns your quest in the savage jungle into a romp through the park. Now you can take a pleasant, profitable journey through our extensive lines of desks, filing systems, bookcases, computer furniture, and seating. It's a pleasure trip, filled with value and style.





Now, with renewed vigor, you stride confidently from the transitional elegance of Dimension 4200 to the traditional appeal of the Bedford Collection. Check out the clean, designer look of End Panel Grey, or choose seating from over 150 models of chairs and reception furniture (available in over 200 factory stocked fabrics, and C.O.M. as well).





On the horizon: New genuine wood veneer lines from High Point Furniture.

The newest trail we've blazed for you is the introduction of genuine wood veneer casegoods. Steeped in our same tradition of fine craftsmanship and outstanding values, these new veneer pieces will have you dancing through the jungle with carefree ease.

So don't stand downcast staring at the undergrowth. Pick up your guide and relax, with the civilized way to deal with the Contract Jungle.

HIGH POINT
FURNITURE INDUSTRIES
P.O. BOX 2063 • HIGH POINT, NC 27261
CALL 1-800-4-HPFI-NC (1-800-447-3462)

Circle 10 on reader service card

Designer challenges column

Dear Editor: Just read your August 1987 *Lighting Line* article. Your "Color Rendering Index Chart" is no such thing. It is, however, a spectral power distribution chart. While color rendering indices are related to spectral power distributions, your diagram charts light output versus light wavelengths.

You fail to alert the reader that the Ultra D and other so-called "natural" light sources are generally significantly *less* efficient and *more* expensive than a relatively new series of lamps available from GE, Philips and Sylvania. These new lamps provide color rendering which is within 10 percent of the so-called "natural" source of Ultra D, yet are quite efficient and cost effective. Besides this, the GE, Philips and Sylvania lamps do not have the awful blue-white cast inherent to the Ultra D's 5670 degrees Kelvin color temperature (lamp appearance when energized). Incandescent sources, which most people prefer, have a color temperature of 3000 K. The GE, Philips and Sylvania lamps are available in 3000 K, 3500 K, and 4100 K.

Your article is full of misquotes and items taken out of context. Besides that, you offer no specific references. The lighting industry has not conclusively shown that "quality lighting" increases productivity 10 to 20 percent, as you report. If we had, every building in America (commercial, residential and industrial) would have quality lighting! By the way, no one has been able to definitively identify "quality lighting.: What is "quality interior design?"

Quality of light can be influenced with lamp color temperature and is somewhat affected by color rendering. A good interior designer and good lighting designer can work with any white light source to achieve a high quality visual environment. Good lighting is a team effort. There is no panacea. You can't just change your lamps and have a super project!

GARY STEFFEY, I.E.S., IALD
Gary Steffy Lighting Design
Ann Arbor, Mich.

Editor's Note: *Information for the August Lighting Line column was attributed to Maurice Jones, Ergonomics Lighting Consultant, VL Service Lighting Corp. Jones' research is compiled in a summarial paper and accompanied by a series of articles written by other lighting and office environment professionals active in the contract lighting industry.*

Licensing debate lives on

Dear Editor: Many thanks for your support of the licensing issue. (CONTRACT Commentary, May, 1987).Your letter and ad in CONTRACT were very impressive; I know it will make a difference in the design community.

MARIE LOGOTHETIS, IBD
President
New York Chapter
Institute of Business Designers (IBD)
New York, N.Y.

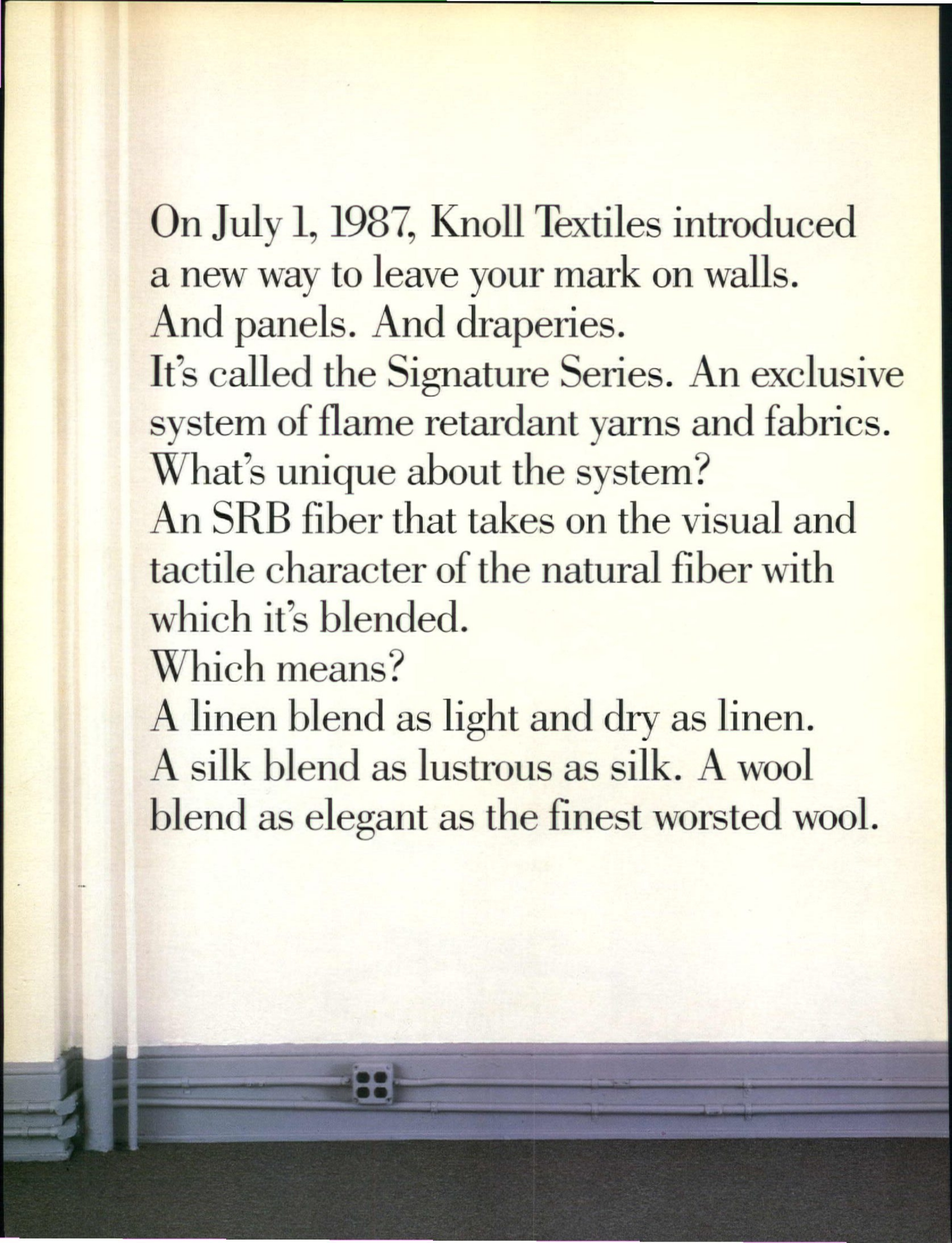
Errata

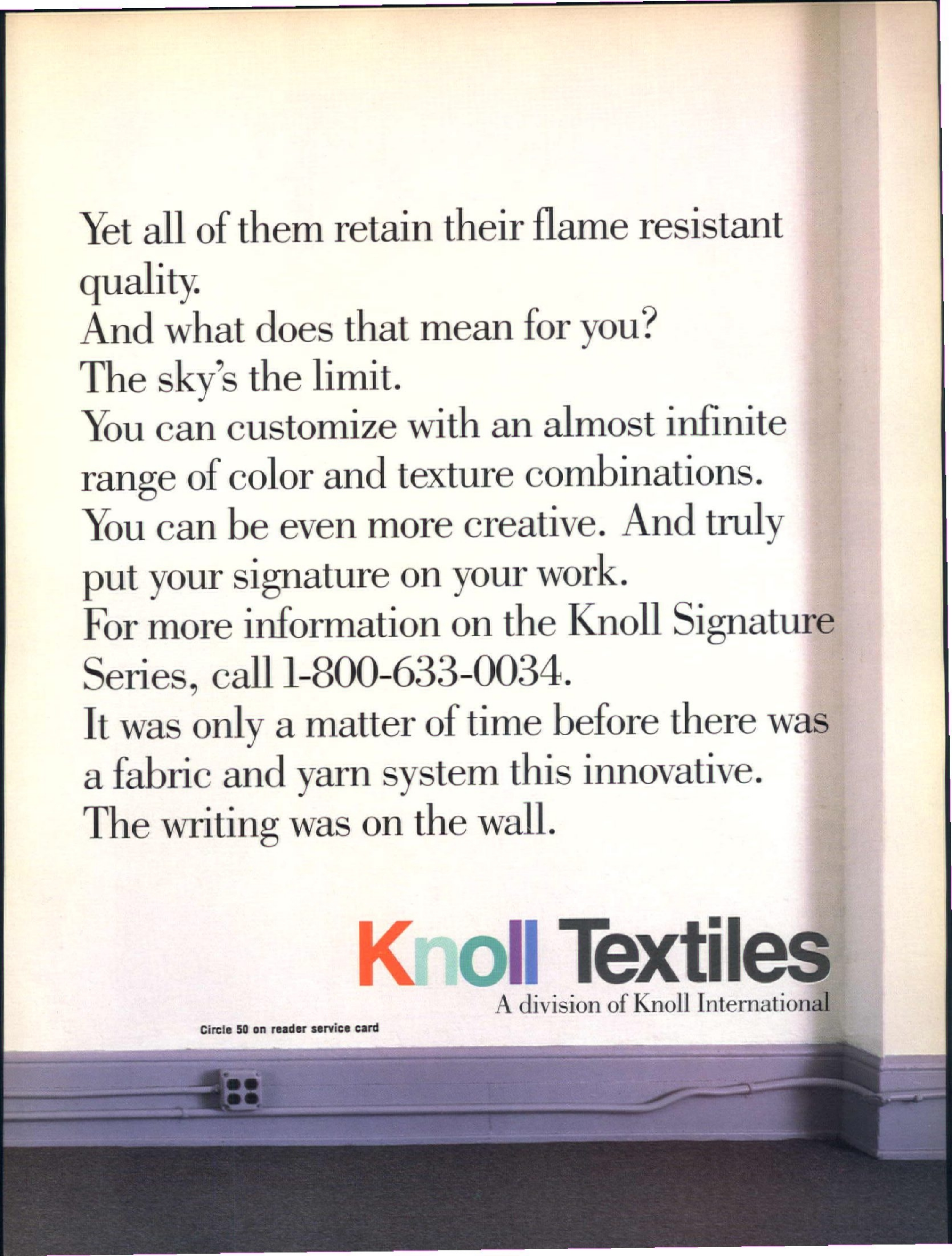
Office Furniture Systems (OFS/Styline) was inadvertently omitted from the August issue, Computer Support Furnishings Directory.

Castec's Trackstar product, appearing on p. 109 of the August issue, was mistakenly identified as Rollstar.

The news item appearing on p. 32, August issue, describing the marketing alliance between Nord Systems Inc. and CenterCore should read: Nord Systems, Inc. has been formed to market and distribute mobile filing systems through a joint venture between CenterCore, Inc., and Nord Systems' Frank Barnes, president & COO, and Jess Christiansen, vice president, engineering.




On July 1, 1987, Knoll Textiles introduced
a new way to leave your mark on walls.
And panels. And draperies.
It's called the Signature Series. An exclusive
system of flame retardant yarns and fabrics.
What's unique about the system?
An SRB fiber that takes on the visual and
tactile character of the natural fiber with
which it's blended.
Which means?
A linen blend as light and dry as linen.
A silk blend as lustrous as silk. A wool
blend as elegant as the finest worsted wool.


Yet all of them retain their flame resistant quality.
And what does that mean for you?
The sky's the limit.
You can customize with an almost infinite range of color and texture combinations.
You can be even more creative. And truly put your signature on your work.
For more information on the Knoll Signature Series, call 1-800-633-0034.
It was only a matter of time before there was a fabric and yarn system this innovative.
The writing was on the wall.
Knoll Textiles
A division of Knoll International
Circle 50 on reader service card

NEW

King MINI-KITCHENS® *introduces*

EYE LEVEL REFRIGERATOR with a Kitchen Unit



MODEL 777FB IS A REFRIGERATOR AND BASE CABINET IN ONE FACTORY ASSEMBLED UNIT. ORDER ANY KING MINI KITCHEN® WITH CABINET IN PLACE OF THE REFRIGERATOR AND MODEL 777FB CAN BE LOCATED BESIDE IT.



KING REFRIGERATOR CORP.

76-02 Woodhaven Blvd., Glendale, New York 11385
718-897-2200 TELEX: 710-582-2364

MANUFACTURERS OF REFRIGERATORS FOR MORE THAN 50 YEARS

MADE IN U.S.A.

100M-A87

← Circle No. 14 on reader service card for Stow & Davis

Circle 15 on reader service card



CHICAGO

THE MERCHANDISE MART

DESIGN CENTER TO THE WORLD

Some come to furnish new offices. Others to adapt existing facilities to today's electronic technology. ■ Whatever the reason, busy executives are no strangers to The Merchandise Mart in Chicago. After all, The Mart does house the world's largest selection of contract furnishings and accessories. Which makes it a very efficient source of design solutions. ■ On any business day, for any kind of project, The Mart can help furnish your best ideas. ■ For more information on The Mart and its showrooms, please call (312) 527-4141 and ask for Buyer's Service.

Circle 16 on reader service card

International Hotel/Motel & Restaurant Show adds 10,000 sq. ft. of contract space

New York—The contract market is the fastest-growing segment of the 72nd Annual International Hotel/Motel & Restaurant Show (IH/M&RS), November 8-11, Jacob K. Javits Convention Center, New York City, with 10,000 sq. ft. of additional contract exhibit space being added this year.

More than 1,000 exhibitors from the food service, contract furnishings, security, communications, textile, uniforms, institutional laundry, cleaning/maintenance, and tableware industries are expected to draw more than 56,000 executives of international hotels, motels, restaurants, hospitals, clubs, institutions, and related areas.

This year's show features a new program exclusively for interior designers called "Design Day," which premiers on Tuesday, November 10. The following seminars are scheduled: "Sound and Light in Restaurants," "Designing for the Luxury Market," "The French Hospitality Viewpoint," Leading Edge Hotel Developments," and "Understanding the Four Levels of Hotel Operations." The show's agenda also includes 21 seminars of interest to all hospitality-related professionals. Of particular interest to design professionals are "Designing the Hospitality Environment," led by Mary MacDonald, MacDonald Design Group; and "Health Fitness Facilities and Your Hotel/Resort," conducted by Patricia Monteson and Judith Singer, Health Fitness Dynamics, Inc.

On Tuesday, November 10, Diane Davis, Hospitality Healthcare Designs, will discuss "Hospitality in Healthcare and Senior Markets." Davis will also host a special one-hour tour of the IH/M&RS designed specifically for healthcare executives, daily at 10:15 am in room #1E11 of the Javits Center.



More than 56,000 attendees are expected to pass through the Jacob K. Javits Center's "Crystal Palace," pictured above, on their way to the 1987 International Hotel/Motel & Restaurant Show in New York City.

Other IH/M&RS highlights include the Opening Luncheon, Monday, November 9 at the Sheraton Centre, featuring a keynote address by "Today" show co-host Bryant Gumbel, and presentation of the Seventh Annual Gold Key Awards for Excellence in Interior Design. The following are this year's finalists: Westin Paso del Norte; Atrium Cafe; The Newport Resort; McDonald's at Rockefeller Center; Miyako Hotel; Four Seasons Las Colinas Inn & Resort; The Lodge at Pebble Beach (guest rooms); Sheraton Sunrise; Holiday Inn/Solvana-Buellton; Hyatt Tianjin Hotel; Westin-Cypress Creek; St. Petersburg Hilton and Towers. These projects will be displayed in the "Design of the 80's" Gallery during the show.

The IH/M&RS is sponsored annually by the American Hotel & Motel Association, the New York State Hotel & Motel Association, and the Hotel Association of New York City. Exhibit hours on Sunday, November 8, are 10 am to 2 pm for dealers, distributors, wholesalers, architects, consultants, food brokers, interior designers, manufacturers' representatives, and press. From 2 pm to 6 pm that same day, exhibits are open to the entire trade.



Bryant Gumbel, co-anchor of the "Today" show, will deliver the show's keynote address.

On Monday, November 9, exhibits open to entire trade from 10 am to 6 pm. Tuesday, November 10, exhibits open to the entire trade from 10 am to 6 pm, and on Wednesday, November 11, from 10 am to 4 pm.

For further information, contact Howard Hamm, George Little Management, Two Park Avenue, Suite 1100, New York, NY 10016; 212/686-6070.

PARTIAL EXHIBITOR LIST

Action Recliners by Lane
Allibert
American Case Products
American of Martinsville
BF Goodrich
Bassett Contract
Centrac Industries
Continental Creative Sales
Coral of Chicago
Dakotah
DecoGard Prods.
Durkan Patterned Carpet
Gasser Chair
Gordon International
Grosfillex
Hammer of California
Howe Furniture Corp.
Hunt Country Furniture
Johnston-Tombigbee Furniture
Kimball Hospitality Furniture
M. Koniart
L & B Contract
Le Pavillon Francais
Lewittes
Loewenstein-Oggo
MTS Seating
Milliken & Co.
Monsanto Chemical
Patrick Carpet Mills
Plymold Booths
Pompeii Casual Furniture
R-Way Furniture
S & S Mills
Shaw Industries
Shelby Williams
Stamp/Contract & Leisure Seating
Thomasville Furniture
Tri-Mark Corp.
Tropitone Furniture
Virco Mfg. Corp.
Wycombe Meyer



The fiber of John Portman & Associates

(Zeftron 500® ZX nylon stands up to the Atlanta Merchandise Mart).

One million pair of feet walk the Atlanta Market Center every year. The carpet they walk resists everything from tracked-in dirt to spilled drinks. The designers at John Portman & Associates

IIDEX will occupy 200,000 sq. ft.

Toronto—The fourth Annual International Interior Design Exposition (IIDEX) is now the largest exhibition of product devoted to the interior design industry in Canada.

Owned and operated by the Association of Registered Interior Designers of Ontario (ARIDO), the show will take place at the Metro Toronto Convention Center in downtown Toronto, November 19 through 21st.

In addition to demonstrating the competitiveness of Canadian products in domestic and foreign markets, the show will present a series of seminars designed to enhance the participant's professional ability.

"Design and the Law," a one and one half day seminar approved for one CEU credit, will be presented by a team of Vancouver attorneys: Bryan Shapiro, Killam Whitelaw & Twining, and Zwanette Pereboom, a municipal construction and real estate lawyer.

Other featured seminars are "Power Negotiation Skills," lead by Dean Potter; "How to take Initiative and Make things Happen," delivered by Margaret Ebrecht; "Facility Management: A New Business Opportunity," "First Class All the Way," and "Getting Work Published," given by Knell, Editor, Canadian *Contract*.

Special events include the DuPont Antron Design Awards Breakfast, the IIDEX Exhibitors awards, and the ARIDO awards.

IIDEX '87's opening night party will feature a "Vegas Stage Spectacular," with proceeds going to the Casey House Hospice, a residence for AIDS patients and their families.

Show hours are Thursday, November 19, 10 a.m. to 6 p.m.; Friday, November 20, 10 a.m. to 8 p.m.; and Saturday, November 21, 10 a.m. to 4 p.m.

For more information please call or write Deborah Cotton/Maggie Anderson, Cotton/Smyth Inc., Suite 301, 56 The Esplanade, Toronto, Ont. MSE 1A7; 416/365-0805.

DIFFA announces grants to 18 AIDS groups

New York—The Design and Interior Furnishing Foundation for AIDS (DIFFA), the nation's only industry-based foundation funding direct care for people with AIDS as well as AIDS research and education, announced grant commitments to 18 AIDS service and educational organizations. Funds are raised through industry and market events, corporate and individual donations.

The following groups received DIFFA grants: Hale House, Fund for the City of New York, AID Atlanta, Urban League, WNYC-TV, San Francisco AIDS Foundation, Montefiore Hospital, National People with AIDS Coalition, Association for Drug Abuse Prevention and Treatment, "God's Love—We Deliver," Project Inform, Illinois Masonic Hospital, Chicago House and Social Service Agency, Healing Alternatives Buyers Club, Oak Lawn Counseling Center, Foundation for Human Understanding, Boston AIDS Action Committee and San Francisco AIDS Walk.

DIFFA was established over three years ago by leaders from the design, architecture, and furnishings industries to fund AIDS organizations throughout the country.

The grants ranged from $1,000-$10,000. Tax deductible contributions may be made to DIFFA's national office, P.O. Box 5176, FDR Station, New York, NY 10150.

Domino Pizza's president collects $12 million of Wright designs

Ann Arbor, Mich.—Thomas S. Monaghan, president, Domino's Pizza, has amassed the world's most important collection of Frank Lloyd Wright decorative designs, valued at more than $12 million.

The collection spans the master architect's entire career and is unsurpassed by any museum in the world. Monaghan recently founded the National Center for the Study of Frank Lloyd Wright at Domino's 1500-acre, Wright-inspired corporate headquarters in Ann Arbor, Mich. The Center's museum, archives, and research center are open to the general public as well as scholars and preservationists.

For more information, contact Alyse Lynn Booth, 212/757-6302.

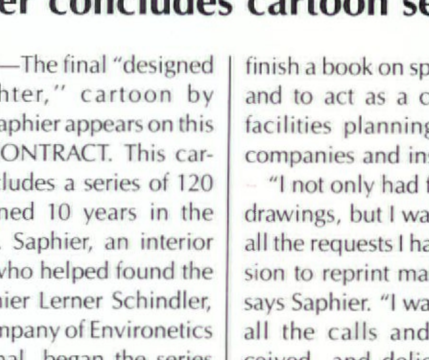
Saphier concludes cartoon series

New York—The final "designed for laughter," cartoon by Michael Saphier appears on this page of CONTRACT. This cartoon concludes a series of 120 that spanned 10 years in the magazine. Saphier, an interior designer who helped found the firm, Saphier Lerner Schindler, parent company of Environetics International, began the series shortly after he resigned from the design company.

The cartoon series was part of three projects he set out to accomplish. The others were to finish a book on space planning and to act as a consultant on facilities planning for several companies and institutions.

"I not only had fun doing the drawings, but I was flattered by all the requests I had for permission to reprint many of them," says Saphier. "I was gratified by all the calls and notes I received, and delighted by the kind words voiced at chance meetings with many readers of the magazine. I thank you all for those extra dividends," says the cartoonist.

designed for laughter®
by Michael Saphier
FOR CONTRACT MAGAZINE



"Thank you* CONTRACT *magazine. It's been fun. I was gratified by all the calls and notes I received, and delighted by the kind words voiced to me at chance meetings with many readers of the magazine. I thank you all for those extra dividends."

Education focus of Philadelphia Design Assembly '87

Philadelphia—The Marketplace Design Center, resource for mid-Atlantic contract and residential designers, is sponsoring the Philadelphia Design Assembly, November 11 and 12.

From noon to 2 p.m. each day, the Design Center will present "Professional Insights," an agenda of more than 20 educational programs, including new product applications, manufacturing techniques and demonstrations, computer-aided design technology, and money management.

On Wednesday, November 11, a panel discussion moderated by Beverly Russell, *Interiors*, will address the topic of interior designer licensing. Panelists include Janet Schirn, FASID, Nina Hughes, ASID, and Marian Marshall.

On Thursday, November 12, 9 a.m., Jay Spectre will discuss "Interior Design Past & Present." He will be introduced by Lester Dundes, vice president and publishing director, *Interior Design*. At 4 p.m. that same day, a speaker panel will discuss "The TRW New Headquarters Project." Anne Fallucchi, editor and co-publisher, *Facilities Design and Management*, will moderate. Panelists include William Krebs, Interspace Design Group; Dirk Lohan, FAIA, Lohan Associates; Robert Ambrose, Gilbane Building Company; Herbert Swinburne, FAIA, Architectural Advisor; and Peter Steigerwald, TRW.

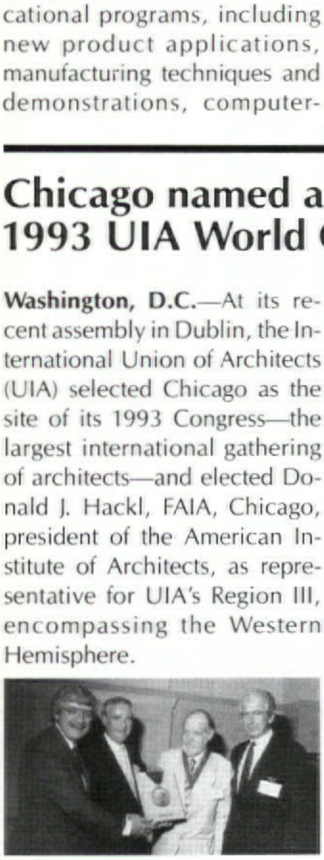
The Marketplace Design Center's permanent showrooms in the Contract Center displaying commercial furnishings and accessories will be open from noon, November 11 through 5 p.m. on November 12.

Evening affairs begin with an Open House on Wednesday from 6-8 p.m. On Thursday, from 6-9 p.m., a Gala Affair will be held to benefit the Philadelphia Design Industry/AIDS Fund.

For registration information, contact Cathy Webb, Marketplace Design Center, 2400 Market Street, Philadelphia, PA 19103; 215/561-5000.

Chicago named as host of 1993 UIA World Congress

Washington, D.C.—At its recent assembly in Dublin, the International Union of Architects (UIA) selected Chicago as the site of its 1993 Congress—the largest international gathering of architects—and elected Donald J. Hackl, FAIA, Chicago, president of the American Institute of Architects, as representative for UIA's Region III, encompassing the Western Hemisphere.



(l to r): Donald J. Hackl, FAIA, president, AIA; James Bidwill, chairman-elect, Chicago Convention and Visitors Bureau and vice president/marketing, Merchandise Mart; Reima Pietila, 1987 UIA Gold Medal recipient; and Frederick Jannott, executive vice president, CIG, McGraw-Hill.

The 1993 meeting would be held in conjunction with the 1993 AIA Convention, expected to draw an additional 10,000 architects and guests; and NEOCON 25, which could attract 50,000 people.

The effort to bring the UIA Congress to Chicago is a collaboration of the Chicago Convention and Visitors Bureau, the AIA, the Merchandise Mart, the City of Chicago, and the State of Illinois.

Mart sponsors medal

In other UIA news, the organization awarded the highest honor that can be bestowed upon a living architect, the UIA Gold Medal, to Finnish architect Reima Pietila at a special presentation of the 16th UIA World Congress in Brighton, England last July.

Pietila was selected by the UIA jury for his prominence in modern Finnish architecture as well as in world design, for projects in New Delhi, Kuwait, and Dubai.



The UIA Gold Medal was designed by Jean-Paul Carlhian, Shepley Bulfinch Richardson & Abbott, Boston.

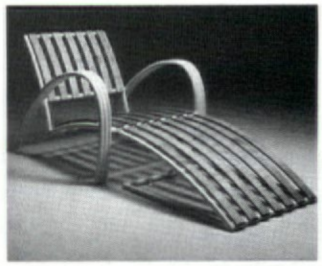
This is the second time the Gold Medal has been awarded by the UIA. The first recipient was Hassan Fathy, the Egyptian architect known for his work, "Architecture for the Poor."

For information on the 1993 World Congress, contact Gloria Zylowski, 312/527- 7550. For more information on the medal, contact Christian Laine, 312/527-7558.

City of Miami sets "Miami Style" in furniture design competition

Miami—The City of Miami and the Florida Association of Furniture Manufacturers are sponsoring "Miami Style," a furniture design competition to promote Miami's local design talent.

Of the more than 67 entries received, first and second prizes were awarded to the design team of Gayle Zalduondo and Andrew Kelly for Miami Chaise, and Miami Cafe Chair.



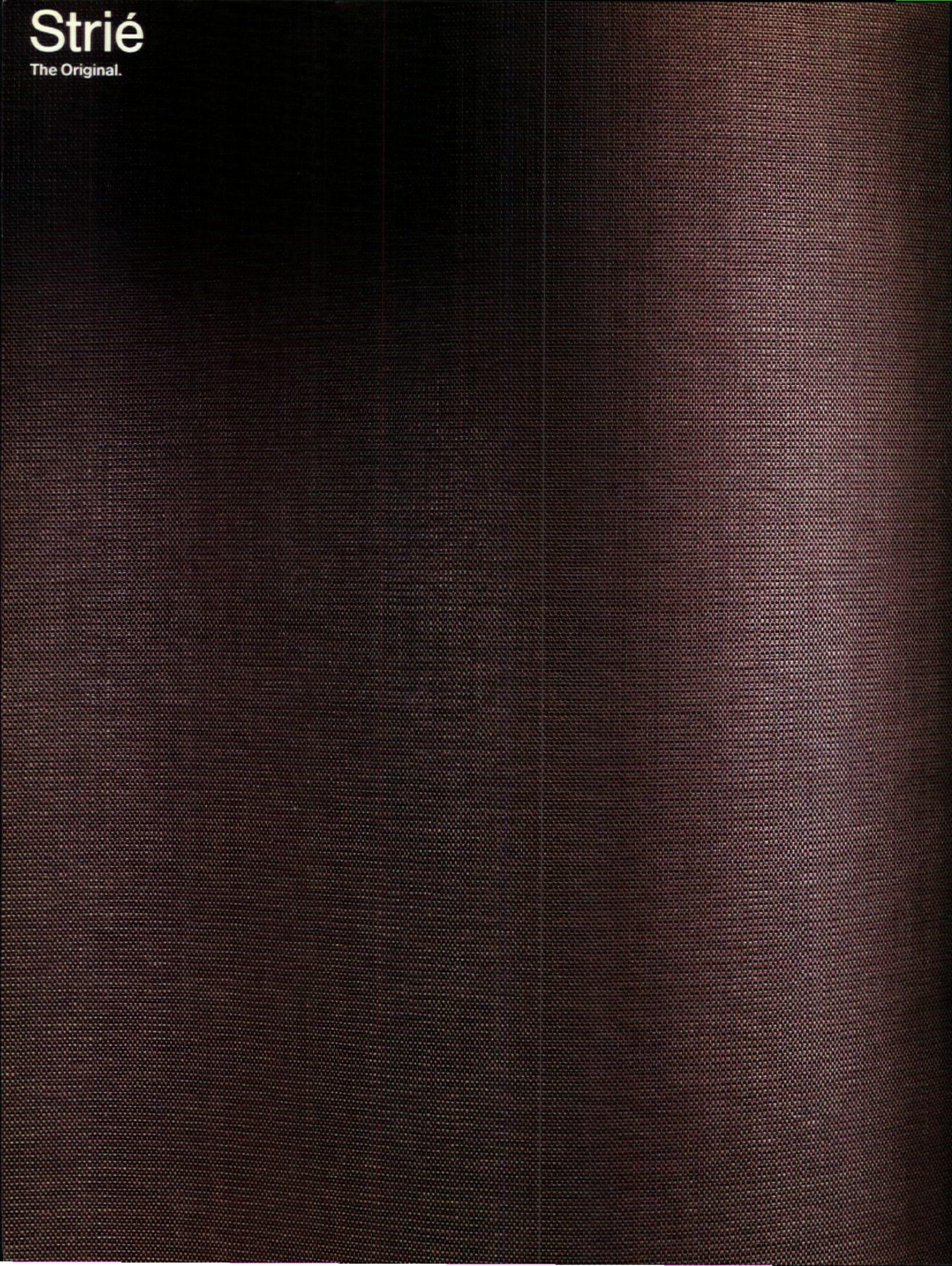
The Miami Art Deco Chaise, designed by Gayle Zalduondo and Andrew Kelly, took first prize in the "Miami Style" design competition.

Kentucky Wood Floors/ASID announce competition winners

Toronto—Winners of the annual Hardwood Flooring Design Competition sponsored by Kentucky Wood Floors, Louisville, Ky., and ASID, were announced at the ASID National Conference in Toronto.

First place winner in Category I was Lawrence R. Wilson, Interior Design Concepts, Jacksonville, Fla., for use of quartered oak continental with cherry buttons flooring. Second place winner was Ron Jaffe, Ron Jaffe Associates, Washington, D.C.

The first place winner in Category II was Donald J. Allen, Allen House, Louisville, Ky., for the application of a quartered oak and walnut custom design.


Strié
The Original.


Nexus
The Next Chapter.
A textured XOREL fabric in 50 color mixtures both bold and subtle.
Stain-resistant, washable, colorfast, water-repellent, anti-bacterial, Class A, non-toxic, virtually indestructible.
Nexus brings a new dimension to XOREL, the quality textile for high-traffic areas.
Circle 20 on reader service card
XOREL
Fabric Wallcovering by
Carnegie

Du Pont 'Antron' announces winners

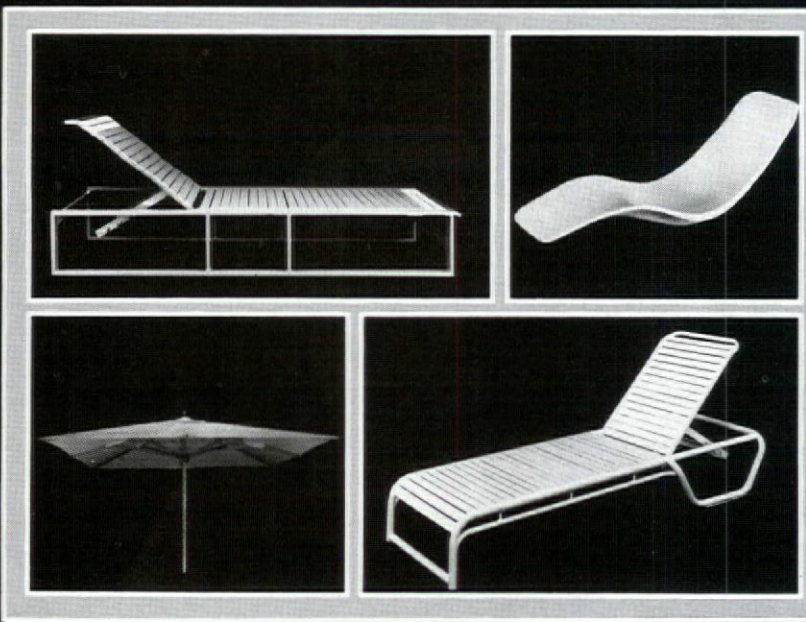
Wilmington, Del.—The Du Pont "Antron" Design Awards sponsored by Du Pont's Carpet Fibers Division, recognized three commercial carpet installations with design awards recently.

Eva Maddox, Eva Maddox Associates, Inc., Chicago, won the grand prize for her design of the Collins & Aikman showroom at the Atlanta Merchandise Mart, which incorporates carpet by Collins & Aikman. Maddox's prizes include a 10-day, all-expense-paid trip for two to Italy for the Milan Furniture Fair.

Individual category winners in the competition received $1,000 and an engraved award. They included Anita Barnett and Lynn Hynes, CSO Interiors, Indianapolis, who won for a hospitality design of Whirligig's bar/lounge at the Radisson Hotel. The two designers used "Pine Valley", of Du Pont "Antron" from Shaw.

The team of Wayne Holland, John Duvivier, Virginia Schutte, Rocky Rochon, and Ken Hayes, HED Architects, Inc., Port of Redwood, Calif., was recognized in the office space category for its design of Apple Computer's library and company store in Cupertino, Calif. Carpet of "Antron" XL nylon from Bentley was selected for this installation.

The competition was open to professional architects and interior designers in the U.S. who entered designs completed since June 1984.



'88 ASID Conference in Washington, D.C.

New York—The American Society of Interior Designers (ASID) will conduct its 1988 National Conference and International Exposition of Designer Sources in Washington, D.C., August 3-6, 1988. All events—including the educational program, general sessions, and exhibition—will be conducted at the Sheraton Washington Hotel. It is a fitting location since Washington, D.C. passed the nation's first interior design practice act.

For information regarding exhibit space and registration information, contact Mary Frazell, special projects manager, ASID, 1430 Broadway, New York, N.Y. 10018; 212/944-9220.

In other news from ASID, the association is broadening its seminar offerings to interior design professionals. ASID has added two new seminars—"Project Management for Interior Designers" and "Financial Management for Interior Designers"—to its National Professional Development Program. The seminars have already been offered in Chicago and New York. The remaining cities and dates are: Denver, November 3 and 4; Atlanta, November 10 and 11; and Los Angeles, November 17 and 18. Advance registration fees (one month prior to seminar date) for each one-day seminar are $195 for ASID members, $245 for nonmembers, and $125 for students.

For further information, contact ASID Seminars, 10 Midland Avenue, Newton, Mass., 02158; or call Pam Jensen at 617/965-0055.

New assignments: FWA Group designs NCAIA Tower Project

The FWA Group, Charlotte, N.C. will design additional space at the N.C. American Institute of Architects Tower headquarters in Raleigh . . . **The Hillier Group,** Princeton, N.J. has been commissioned for numerous projects. Among them are an 8,500-sq.-ft. expansion of the Churchill Hall Library at Western New England College; a $28.8 million construction and renovation project at Morristown Memorial Hospital, Morristown, N.J.; Phase I of AT&T's Bridgewater, N.J. complex with 690,000 sq. ft.; a 48,000-sq.-ft. College of Business at Rider College, Lawrenceville, N.J.; a distribution center and headquarters for Waterford Crystal, Inc., at Monmouth Shores Corporate Park, Wall Township, N.J.; and 30,000 sq. ft. for the Princeton, N.J. law offices of Smith, Stratton, Wise, Heher, & Brennan . . . **Business Design Group,** Philadelphia, Penn. has been awarded three projects recently, including 20,000 sq. ft. of office space for Atlantic Refining & Marketing Corp., King of Prussia, Penn.; 70,000 sq. ft. of office space for Penn Mutual Life Insurance, Horsham, Penn.; and over 500,000 sq. ft. of office space for the Nichols Co., Plymouth Meeting, Penn. . . . **Wood Wilkings Architectural Interiors,** Toronto, Ontario has been selected to design for several hospitality and restaurant interiors. Among them are two food and beverage operations at the Sonesta Beach Hotel, Bermuda; design consultant services for the 500-room Toronto Hyatt Regency; the Toronto Mövenpick Restaurant of Switzerland, which will occupy over 10,000 sq. ft. of space; and The Craig, a 14,000-sq.-ft. restaurant in Sydney, Australia's Darling Harbour Complex . . . **Hugh W. Dear & Associates,** Williamsburg, Va., has been awarded two hospitality design contracts: the nine-story, 200-room Sheraton Hotel, Atlantic Beach, N.C.; and the Sheraton Hotel, Wrightsville Beach, N.C., for the renovation of 145 guest rooms in the hotel's main building.

Signage, light systems receive 1987 IDEA's

Monterey, Calif.—A signage system by APCO Graphics and lighting system by designer Emilio Ambasz, received 1987 Industrial Design Excellence Awards (IDEA) from the Industrial Designers Society of America (IDSA).

In the Signage System category, a Suspended Ceiling Module by Ronald W. Cobb, Charles A. Lollis, and Elyse B. Reeves for APCO Graphics, Atlanta, won an award. The module is constructed of a fire-retardant, fiber-reinforced polyester and fits into the T-grid used in 80 percent of commercial ceilings. It also uses a "downlight" feature with a reflective, translucent dome that passes light through the bottom of the module, thus diverting light to illuminate the graphics.

Soffio, by Emilio Ambasz, Emilio Ambasz Design Group, New York, for Sirrah S.p.A., won in the Furniture and Fixture category. This modular lighting system consists of two extruded track channels.







GUARD

BDC & DCOTA receive design awards

Boston—Both the Boston Design Center (BDC) and the Design Center of the Americas (DCOTA), Dania, Fla., and their respective builders and developers recently received design recognition awards.

Earl R. Flansburgh + Associates, Inc., a Boston-based design firm, was awarded the Building Stone Institute's 1987 Tucker Award of Design Excellence for the BDC in the award category renovation/restoration completed within the past five years. It has also been honored with an award in *Building Design & Construction* magazine's fourth annual reconstruction awards competition. Flansburgh + Associates and The Stubbins Associates, Cambridge, are joint recipients of the award.

Originally a warehouse within a block-long narrow building with a loading dock, the BDC was transformed to relate it to the street and create a pedestrian entrance.

DCOTA has been awarded the Grand Award for New Projects in 1986 in Broward County by the Greater Ft. Lauderdale Chamber of Commerce. The first phase of DCOTA opened in 1986. Phase II, under construction, is 40 percent leased and committed, and scheduled for completion in early 1988.

Designed by Nichols Partnership Architects and Joyce/Snoweiss Design Group, DCOTA is managed by Market Center Management Company.

IDCNY to host art exhibition

New York—An exhibition of painting and sculpture by Bob Traboscia, senior designer, Vignelli Associates, will be on display at the International Design Center, New York (IDCNY) from October 28th through November 12th. The show marks the premier exhibition of Traboscia's work.

An opening reception is planned for Thursday, October 27, from 5 to 8 p.m. at IDCNY, Center One atrium.

Expansions: PDC completes Phase II structure

The **Pacific Design Center's** Phase II steel structure for a nine-story, 480,000-sq.-ft. expansion, designed by Cesar Pelli & Associates, in joint venture with Gruen Associates, architects, has been completed . . . The **Michigan Design Center** completed its Phase III construction with an 85,000-sq.-ft. addition in which showrooms opened in September . . . **Swanke Hayden Connell Architects** has opened a new office at 1221 Brickell Ave., Suite 1060, Miami, Fla. 33131 . . . **The Eggers Group,** architects and interior designers, now occupies a 16,000-st.-ft. floor in its new headquarters at 440 Ninth Ave., at 35th St., New York, N.Y. 10016 . . . **Harpers,** manufacturer of office systems, desks, files, and seating, has finished the 210,000-sq.-ft. expansion of its Torrance, Calif. manufacturing facility, bringing the total size to over 500,000 sq. ft. The company has also renovated and expanded its showroom designed by Andrew Belschner at One Jackson Place, 633 Battery St., San Francisco . . . In Seattle, the **Design Center Northwest** announces the location of the Leflar Limited showroom in Suite 210 of Bldg. 1. The 4,500-sq.-ft. space will accommodate new lines such as Ello Furniture, Burton James Upholstery, and Silk Routes . . . **Lucky's International Collection, Inc.,** importer of original and reproduction antique furniture and lighting, is expanding its showroom to 2,147 sq. ft. in Phase I of the Design Center of the Americas . . . **BASF Corp.**'s Fibers Division is adding a facility to its Clemson, S.C. plant to increase BCF nylon capacity 20 percent by the early 1990s . . . **Weave Corp.** is increasing its upholstery fabric production by approximately 11 percent with the installation of advanced looms, and jacquard machines at its Denver, Penn. plant . . . **Lightolier** has invested in new equipment for its Edison, N.J. facility for manufacturing fluorescent products . . . **United States Gypsum Co.** will improve productivity of the Sperry, Ia. gypsum board plant, doubling its annual production capacity, when completed in 1989 . . . **McMahan Corporate,** a furniture service firm, has expanded its Orange County headquarters operation with a relocation to South Coast Corporate Center, 3070 Bristol St., Costa Mesa, Calif. 92626.

Circle No. 26 on reader service card for DuPont Cordura →



SOM Foundation announces awards

Chicago—The Skidmore, Owings, & Merrill (SOM) Foundation and 1987 Architectural Fellowship Jury announce the recipients of the 1987 Architectural Travelling Fellowship Awards. First prize of $12,000 to David Black, University of Michigan, and Richard Lee, Columbia University, second prize, $10,000 for First Professional Degree, Master of Architecture. Second Professional Degree, Master of Architecture, awarded two $8,000 prizes for travel and study to Douglas Garofalo, Yale University; and Mike O'Bryan, Cornell University.

The Bachelor of Architecture $5,000 prize for travel and study went to three recipients: Aric Andrew, University of Kentucky; David Yama, Virginia Polytechnic Institute & State University; and Christopher Young, Boston Architectural Center.

109 portfolios were submitted from 48 schools, while 100 accredited schools of architecture were invited to participate. SOM indicated that the number of portfolios submitted this year were the highest ever.

IBD races chairs to combat AIDS

Boston, Mass.—Boston's architectural and design community joined forces on May 29 with media and political personalities to raise funds to combat AIDS with the IBD Chair Race. Proceeds from the Chair Race, sponsored by the New England Chapter of the Institute of Business Designers (IBD) and the Boston Design Center, went to DIFFA, the Design and Interior Furnishings Foundation for AIDS, and the Boston AIDS Action Committee.

Teams from 25 contract interior design firms, office furniture dealerships, and architectural firms put their outrageously decorated office chairs through the paces for the AIDS benefit.

12 architects named Fellows of AIA

Washington, D.C.—Twelve architects from 10 countries have been named Honorary Fellows of the American Institute of Architects (AIA). Honorary Fellowship is reserved for architects who are not U.S. citizens and who do not practice in this country. The new Honorary Fellows were honored at the 1987 AIA National Convention in Orlando, Fla.

The recipients are: Rifat Chadirji, Hon. FRIBA, Iraq; Philip Sutton Cox, FRAIA, Australia; Tobias Faber, Denmark; Sir Bernard M. Feilden, FRIBA, and Monica Pidgeon, Hon, FRIBA, Great Britain; Rudy P. Friesen, FRAIC, Canada; Ji Zhong Feng, China; Imre Makovecz, Hungary; Ignacio Diaz Morales, and Jose F. Reygadas, Mexico; Ivor Prinsloo, South Africa; and Masayoshi Yendo, Japan.

The AIA is a national organization with headquarters offices in Washington, D.C.


Springs
TEFLON
DU PONT SOIL & STAIN REPELLENT
INTERIOR FABRICS TECHNOLOGIES
A DIVISION OF SPRINGS INDUSTRIES
300 TAYLOR STREET
ABERDEEN, NC 28315
919-944-4300
A DIVISION OF SPRINGS INDUSTRIES


WE'RE GOING TO
COLOR YOUR IDEAS ABOUT WHAT IT TAKES
TO BE THE NUMBER ONE SOURCE IN PANEL FABRICS.
When you're shooting to be the best, there's just one simple rule.
No compromises. No compromises on quality. No compromises on service.
No compromises on creativity. No compromises anywhere.
That's what it takes to be the number one source in an industry.
And in panel fabrics—with Springs Industries behind us—
we've got just what it takes: more fabrics, more colors, better ideas.
And better service. Like custom color panel fabrics in as little as 4 weeks.
As well as a broad in-stock program and a quick ship service.
Impressed? Just wait. We're not going to
spruce up the panel fabric industry.
We're going to change it forever.
Call your nearest rep. Visit our factory.
Get in on what's happening.
Because it's happening now.
From a company named...
INTEK
Circle 29 on reader service card
INTERIOR FABRICS TECHNOLOGIES

'Unit pricing preferred over hourly fees' says management consultant

"The most unprofitable way to price work is by the hour," advises Frank Stasiowski, president, Practice Management Associates Ltd., Newton, Mass. "Unit pricing, based on the number of drawings, samples, and visits, to name a few, is the most expeditious way to price projects."

Stasiowski, author of "Negotiating Higher Design Fees" and "Financial Management for the Design Professional," both books published by the Whitney Library of Design, points out that design and architecture schools provide technical training, but they don't teach "how to survive in the real world of business negotiation."

"As a result," he adds, "most designers and many architects are unprepared to negotiate fees that (1) reflect the value of work performed and (2) are sufficient for the creative professional's business survival."

He advises designers to determine the level of quality expected and then quantify that quality by deciding up-front how many drawings and rewrites, for example, will be included for the price, after which an additional fee will be charged for extra work. He says, "Other factors should be evaluated before a price is quoted, such as: the work schedule, who else is on the project team, and what the designer will risk or sacrifice—other jobs and clients—by taking the project."

Stasiowski says, "When clients ask designers to cut price, the thing to do is suggest ways in which the amount of work required can be reduced, leading to a fair reduction in price. To reduce the price without commensurate reduction of work is to devalue the work."

Share work with client

Instead, he advises, "save the client money by having them share the work, such as shuffling drawings all over the city. And never 'low-ball' a price in hope of future work! It may never materialize."

Designers who feel they must charge by time should charge a per diem (day) rate, not an hourly rate, Stasiowski points out. "It's the only way to get paid for the start-up, travel, and wind-down times involved in a project," he says. "Charge an up-front fee for the period when the designer is most needed — at the start , when the project is being defined, and during changes.



"Designers who want to make money must operate in a businesslike way."—Stasiowski

Contract with small type

"I strongly recommend a preprinted contract for designers, which, like a lease, has small type that few people question or even read, but which affords some protection.

Here are several clauses to include in the contract, according to Stasiowski:

- *Stop-work clause, which gives the designer the right to stop work if the client isn't paying. If such a clause is not included, the laws of "implied contract" can be used against the designer.*
- *Liability insurance paid for on a per-project basis.*
- *A re-start fee of $1,000 or 10 percent to discourage clients from interrupting a job and then wanting it started again months later.*
- *Automatic fee escalation if a job goes over 90 days, six months, or whatever is appropriate to the scope of the job.*

Stasiowski, an architect himself, concludes, "Designers who want to make money must operate in a businesslike way."—*L.C.*

FEE CHECKLIST

Here is a checklist of "do's" by Stasiowski designed to add good management procedures to the design process:

☐ Provide a sample, simplified bill with the initial contract to familiarize clients with billing procedure.
☐ Bill frequently, even weekly. Clients will pay small bills more easily than they will big ones.
☐ Add an automatic 10 percent upcharge on all bills that are more than 90 days old.
☐ Get paid for the entire project up-front, and credit the client on the last invoice.
☐ Don't mark up reimbursables, which provokes clients to question the bill. Instead, use a flat fee system, and price reimbursables, don't cost them.
☐ Simplify bills. Don't detail everything, which gives the client a chance to question and debate the bill. Look at the invoice practices of other professions to get a better idea of how to invoice properly.
☐ If an invoice must be detailed, document results, not hours.
☐ Use "action" phrases, such as "we selected," "we evaluated," and so forth.
☐ Mail both bills and statements. Send invoices promptly on the sixth of each month, statements on the 21st. If a client accidentally pays twice, don't send a check, just credit the client on the next invoice.
☐ Call to make sure the client received the invoice. They do get lost in the mail, or "misplaced" in the office. It's a way to remind the client to pay.
☐ Shorten work schedules and work overtime to prevent costly (to you) perfectionism.
☐ Get it done and get it billed.


Right brain.

Left brain.

When you look for outdoor furniture to specify, it's your right brain that's guiding you. It yearns for appealing designs, glorious colors, limitless aesthetic satisfaction. Your right brain will pull you inevitably toward Tropitone.

Then your analytical left brain takes over and starts asking questions about how well our furniture will hold up for your clients. You'll find Tropitone's answers are also more than satisfactory.

That's because we pay close attention not only to design but to every detail of

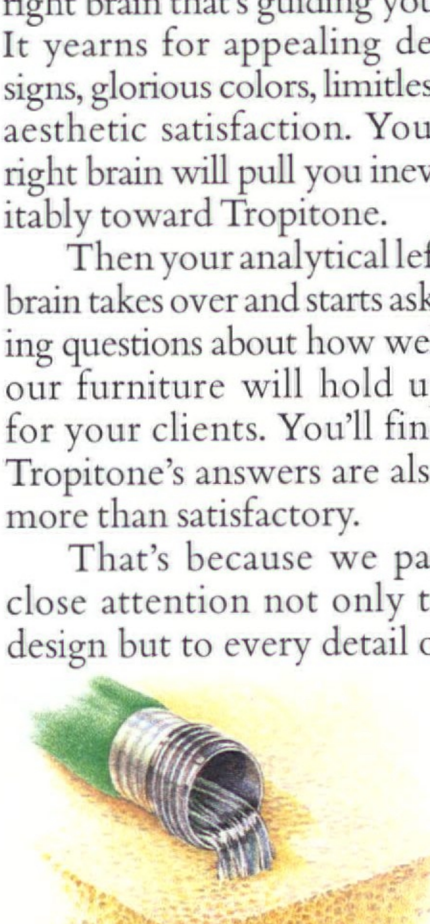


Fig. 1

construction and materials. A good example is the Eva-Dri® (fig. 1) we use to fill our cushions. Eva-Dri is the opposite of a sponge, because instead of air bubbles it has channels that actually repel water. So the cushions dry out almost twice as fast as ordinary cushions.

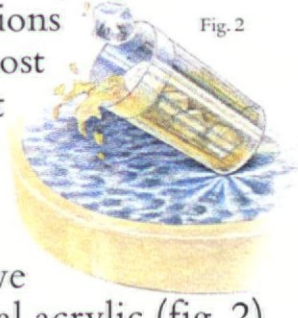


Fig. 2

For our tabletops, we use a special acrylic (fig. 2) that has the look, feel and weight of hammered glass. And it has 17 times the impact strength of glass.

Your left brain will find the ultimate proof of our manufacturing quality in the way our furniture holds up for your clients, year after year. Your right brain will compose sonnets about Tropitone's enduring style and elegance. Give yourself high marks for making such a well-balanced decision.

For information on the East Coast, phone 813-355-2715, or write P.O. Box 3197, Sarasota, FL 33578. On the West Coast, phone 714-951-2010, or write 5 Marconi, Irvine, CA 92718.

tropitone
Probably the finest.

Circle 31 on reader service card


Suite Talk...
Introducing San Marco,
a classic addition to the Firenze Collection
of patterned carpets by Bentley Mills.
BENTLEY
14641 E. Don Julian Road
City of Industry, CA 91746
(818) 333-4585 (800) 423-4709
DU PONT
ANTRON
SAN MARCO © 1986 BENTLEY MILLS, INC.
Circle 32 on reader service card

By SARA O. MARBERRY



10 tips for planning an intelligent color scheme

Planning an intelligent color scheme is much more complicated than the "one-stop shopping" approach promoted by manufacturers which offer coordinated fabric and finish programs. While it is certainly useful to have these resources, there are many other factors to consider when designing color for interior spaces. There are definite "dos" and "don'ts," plus a few steadfast rules to understand. According to the experts, and in the consensus of CONTRACT's editors, the most important guidelines to color selection are as follows:

1. Study the architectural elements in the space. There may be certain materials used by the building architect—such as stone, brick, steel, glass, neon—which can be integrated into the color scheme. Says San Francisco designer Alan Lucas, ASID, IBD, "Look at the image of the building that has been set up by the architect and link the color palette to the shell of the space."

2. Ask the client's preference. "Most have an idea of what colors they want," says Patty Younts, ASID, IBD, president, Design Consultants, a Lexington, N.C.-based design and color consulting firm. "They definitely know what they don't want, but most are open to suggestions." Lucas advises to look at the client's corporate logo or graphics; try to determine what kind of image they wish to project; and then plan colors accordingly .

3. Determine the function of the space—its use, size, orientation—and how it relates to color. Does it call for large expanses of color, bright accents, or subtle nuances?



Photo by Peter Paige

For proper color rendition, specifiers can look at fabrics under several types of incandescent and fluorescent lighting in Steelcase's IDCNY showroom. The space was designed by the Hillier Group, Princeton, N.J.

4. Think about the psychology of the space: the types of people who will occupy it; their activity; the length of time they will be there. Use colors to create "moods," or elicit certain responses.

5. Choose colors and patterns that are timeless, not trendy—those that won't look dated in a few years. There's nothing like walking into a space and knowing exactly when it was designed just by the color. Longevity of the space, according to Lucas, can be a factor in using colors which are more trendy than timeless.

6. Coordinate the palette with existing furnishings which the client may want to reuse. "Often, you don't have a choice but to use that old lime green upholstered chair," remarks Lucas, adding that in many instances, colors also have to be coordinated with existing carpet palettes, or office equipment finishes. "Many companies have corporate art collections which also must be integrated into the design scheme," he says.

7. Maintenance is another factor. "You don't want to use light-colored materials or fabrics in high-traffic areas," cautions Younts. Choose colors that will not show dirt, such as darker neutrals, or multicolored patterns that hide stains in these areas. This strategy will avoid a costly error.

8. Consider the climate and demographics of the project location. Colors will look different in regions where the sun is brighter than where the light is more gray. Blue tones tend to suggest coolness, while red tones elicit warmth. Also, certain colors are more acceptable in different areas of the country. "What works in Los Angeles may not be well received on the East Coast," comments Lucas. "East Coast and Midwest color preferences tend to be more conservative, more traditional, than the West Coast or South."

9. Choose the palette first before selecting the fabrics and finishes. "That way, you have the flexibility to go out and 'shop around' to meet the client's budget and esthetic requirements," says Younts.

10. Finally, study the selected fabrics and finishes under many lighting conditions. Colors look differently when exposed to incandescent, cool or warm white fluorescents, and natural light. In order to get the proper color rendition, lighting must be coordinated with fabric and finish selection.

Lucas sums it up by reminding us that, "People are color—they bring things into their own personal space that add color. These elements change the design concept the minute the designer leaves the project."

ONE TO GROW ON

cta







showroom, A&D Building, and other cities throughout the year. We think you'll agree, it's one to grow on.

Circle 33 on reader service card

By Eileen McMorrow

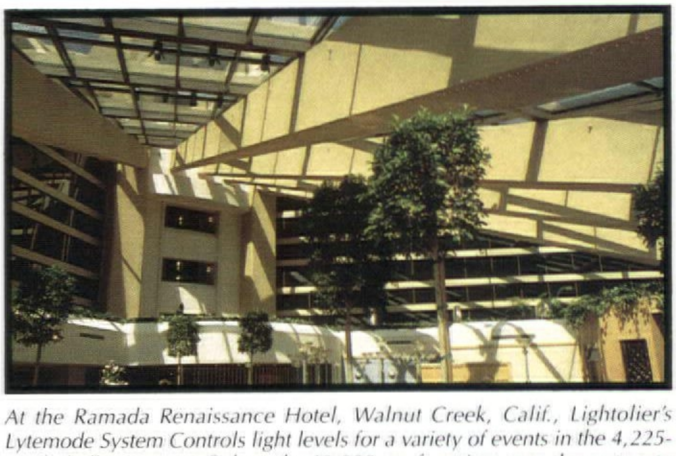


Lighting control systems serve the hospitality market

Hotel interior designers and management teams are frequently faced with decisions regarding lighting control systems during renovation or reconstruction. Hospitality marketing representatives know that the most crucial aspect of professional conferences is the use of conference room space, and the incorporation of electronic equipment which must be accessible even to the most uninitiated. Conferences at hotels will run better when participants do not have to rely on hotel staff to operate lighting and dimming equipment.

Lighting scene control systems are manufactured for a variety of applications in several price ranges with off-the-shelf installation or custom-designed styles for commercial and residential markets. Two manufacturers—Lightolier and Lutron—stand out in market dominance for hospitality applications of lighting dimmers. Both companies have invested considerable time and resources to develop technology for advanced capacity lighting control systems.





At the Ramada Renaissance Hotel, Walnut Creek, Calif., Lightolier's Lytemode System Controls light levels for a variety of events in the 4,225-sq.-ft. ballroom (top). Below, the 10,000-sq.-ft. atrium uses the system to control corridor and track lighting in conjunction with natural daylight which streams through skylights.

Units have memory

Lightolier, based in Secaucus, N.J., has two control units, Scenist and Lytemode, which are modular, microprocessor-based dimming control systems that memorize lighting patterns which can be recalled with a touch. Controls enable the user to create versatile and practical lighting scenes through push-button programming.

According to Steve Carson, director, marketing and product development, lighting controls, Lightolier, who also ran the design team that created the systems, the premise of dimming systems is to maintain a preset environment. "One can adjust spaces to the time of day, saving energy. For example, a hotel lobby would require one setting from 8 a.m. to 4 p.m.; another, slowly dimming setting from 4 p.m. to 8 p.m.; and a third for night hours," he says.

Scenist is the first fully-programmable dimming system to fit into a standard wall box. It is widely installed for restaurant applications and smaller conference rooms. "Scenist is used for capabilities of up to 2400 watts. It handles intimate space very well, and can carry four levels of lighting such as conference, audiovisual, or subdued for a cocktail reception. Any client can comfortably use the dimming system without hotel personnel there to operate the system," says Carson.

Labels are premarked for each of the four dimmer controls and can be understood by any user. New lighting scenes can also be learned and stored in memory. One can also override the system temporarily for a specific scene, while the original scene remains intact.

Lytemode takes over where Scenist left off, as it expands the channels from four to 32 with 20 amps or 320,000 watts. It is designed for larger areas like expanded conference rooms, restaurants, and hotel ballrooms, which require advanced control capabilities. It offers the same multi-channel environment control functions as Scenist, but has the ability to control up to 13 scenes with almost unlimited wattage.

"The biggest advantage with Lytemode is the expandable scenes that enable the user to fine-tune lighting levels. It is capable of 365-day programmable settings that will operate on a 24-hour clock," says Carson. Its master panel can control a variety of switching functions, like raising or lowering projection screens; and opening and closing curtains. It is capable of learning new scenes and offers an adjustable fade rate.

Available for installation off-the-shelf, both systems install with basic building code wiring practices. This makes them unique to the industry, as all previous dimming systems had to be customized.

For hotels with large conference rooms that can be partitioned, lighting can be set differently for each section. Therefore, one section can have full lights while another may have lowered chandeliers

Continued on page 62


PREMIER VISION
Black Magic™ from Premier Vision.™ Six designs crafted with incomparable wizardry. To boldly define tomorrow's decor for others to follow.
The brilliance of black, projected as one of tomorrow's key fashion interior colors, intricately patterned with unparalleled precision and clarity. Black Magic, sister group of the award-winning Symphony in Grey™ collection. The newest demonstration of Milliken's steadfast commitment to leadership, achieved by an uncanny ability to forecast and design the future ...advanced technology such as exclusive MicroTex™ computer-aided dye injection... enduring, soil-resistant fibers including bonded, cut-pile DuPont Antron Precedent™ Nylon... and a touch of Black Magic.
MILLIKEN
©1986 Design Copyright—Milliken & Company
ANTRON PRECEDENT™
NYLON
BY MILLIKEN
Circle 35 on reader service card

We Added A Whole New Dimension To The Word Cluster.



Desk top acoustical panels are available in either 18" or 24" heights. NRC rating is .85.

Articulating keyboard adjusts to individual requirements, with palm rests for extra support.

Cluster-Comb's freestanding design allows you to create a multitude of floorplans.

Freestanding lateral files and pedestals can accommodate letter or legal size materials.

Stay in touch with optional "see through" acrylic panels.

PATENT PENDING

Cluster Comb.™

Cluster Comb. Where floor space is at a premium, you'll welcome its space saving 7′ diameter. Its generous work-surfaces provide ample room for almost any task, while freestanding lateral files and pedestals easily accommodate letters or legal size materials.

Cluster Comb is ideal for school computer labs, telemarketing departments, data entry or any VDT intensive application where floor space is at a premium. In addition to improved aesthetics, space saving and productivity, *Cluster Comb* looks good on your bottom line. When compared to most furniture systems on the market today, a basic *Cluster Comb* configuration has an extremely attractive price.

To find out how to turn your office into a real beehive of activity, call 1-800-543-1921 or complete the coupon below.

☐ YES! Send me information on BIOTEC CLUSTER COMB.

☐ Send me information on your other office systems solutions.



NAME

TITLE

COMPANY

ADDRESS

CITY STATE ZIP

TELEPHONE

BIOTEC™ SYSTEMS

A Division of Hamilton Sorter Company Inc.
3158 Production Drive, P.O. Box 8, Dept. C-1087
Fairfield, Ohio 45014-0008, Tel. 513-874-9498
or 1-800-543-1921. In Ohio 1-800-543-8334
FAX 513-874-3309

Ideal for school computer labs, telemarketing departments, and data entry areas.

See us at IFMA, Booth 153, Nov. 2 & 3

It's not just the best we have, it's the best there is.

Circle 36 on reader service card

Systems pre-programmed for client needs

Continued from page 59

and a more subdued environment. Since systems can be preprogrammed for clients' needs, the rooms become more salable for their elements of theater and drama.

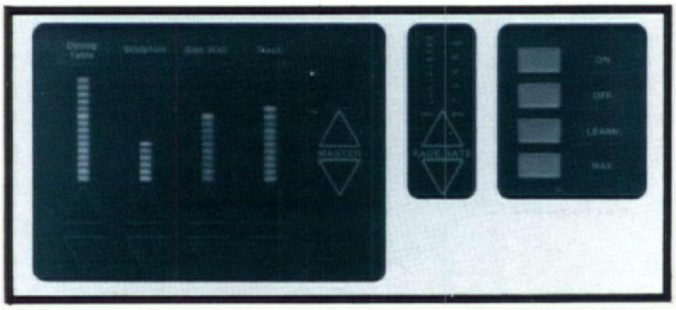
Lutron expands variety

Aurora Lighting Scene Control Centers are the Lutron product most often installed for professional lighting control for restaurants, hotels, and conference rooms. A product line with dimming controls for virtually any light source, Lutron Dimmers were listed as one of the "99 Things That Americans Make Best," in the April 1987 issue, *Money* magazine.

Pre Pack Architectural Dimming Systems from Lutron control multiple lighting zones using any combination of light sources. The hospitality market would be likely to use the following Lutron systems: Aurora Preset Control; Assignor Partitioned Room Control; and Orion Multiple Lighting Effects Control.

Four different scenes of up to 12 zones can be preset with Aurora's Preset Control System. Any scene can be recalled with the touch of a button. Aurora is well suited to rooms where several different lighting scenes will be repeated. Typical applications for Aurora, according to Lutron's research, include restaurants, ballrooms, and teleconference rooms.

Lighting designs are created at single, wall-mounted stations using pilot-lighted graphic level indicators, which give feedback to the user to make creating scenes easy. Scenes are recalled by the appropriate touch button.



Modular, microprocessor-based dimming systems from Lightolier fit into a standard wallbox. Lighting patterns are memorized and can be recalled with a touch by the client/user.

Jim Trunzo, president, Intratec Group, a New York architectural firm specializing in lighting, is a user and specifier of Lutron adjustable dimming systems. "One of the handiest features is its touch of a button application. One can move through scenes with a great deal of ease. Lutron offers the most comprehensive system, with both adaptability and flexibility. With some systems, I can control up to 30 zones of light with the touch of a button," says Trunzo, adding that one master control can work for several spaces simultaneously.

The Aurora System in the presentation room of Intratec's offices is used to control lighting levels, adjust the projection screen, and regulate two circles of ceiling track lights. Trunzo believes that if the lighting design is sophisticated, then it can be preset for availability when the user will need it. "Personally, I like to make lighting scenes work for several applications in the same period of time. For example, a system could be set for when people first enter a space, adjusted for doing business, adjusted again for a visual presentation, and then lowered or relaxed for conversational comfort," he explains.

Dimmer systems unlock a multi-purpose room's versatility with lighting schemes for each function that a room may host. In restaurants, mood functions can be set from breakfast to banquet. With a 12-zone Aurora, the chandeliers could be divided into three separately controlled groups, as could the downlights, wall washers, and cove lights. In smaller rooms, a four-zone Aurora could be used with all the chandeliers on one zone, downlights on another, and so on.

The hospitality market also benefits from Lutron's Assignor Partitioned Room Control Systems, which increase flexibility and marketability of partitioned spaces. Assignor is equipped to provide independent lighting control of partitioned spaces. Using transfer switches, any area may be assigned to any lighting control station. A graphic display on the Assignor panel identifies each control station and green indicator lights show which stations are currently active.

For attractive, esthetically appealing spaces, Lutron's Orion Multiple Lighting Effects Control System provides timed lighting effects which transform an atrium lobby into a dynamic place. Orion manages a large number of scenes, zones, and areas. A single control panel can coordinate a complex lighting system, comprising many preset scene and lighting zones. Orion can control a facility's entire lighting system from a central point or provide localized control for any portion of the system. For example, a hotel manager may want the capability to control the lobby, corridor, restaurants, and lounge from the central station, yet allow the maitre'd to control restaurant lighting.

The sophistication of Lutron dimmers is heightened by the Aurora Wireless Remote Control. The handheld wireless transmitter provides control of lighting from any position in the room. Signals are transmitted from the remote to an infrared receiver to Aurora and the dimmer panel, and onto the fixtures.

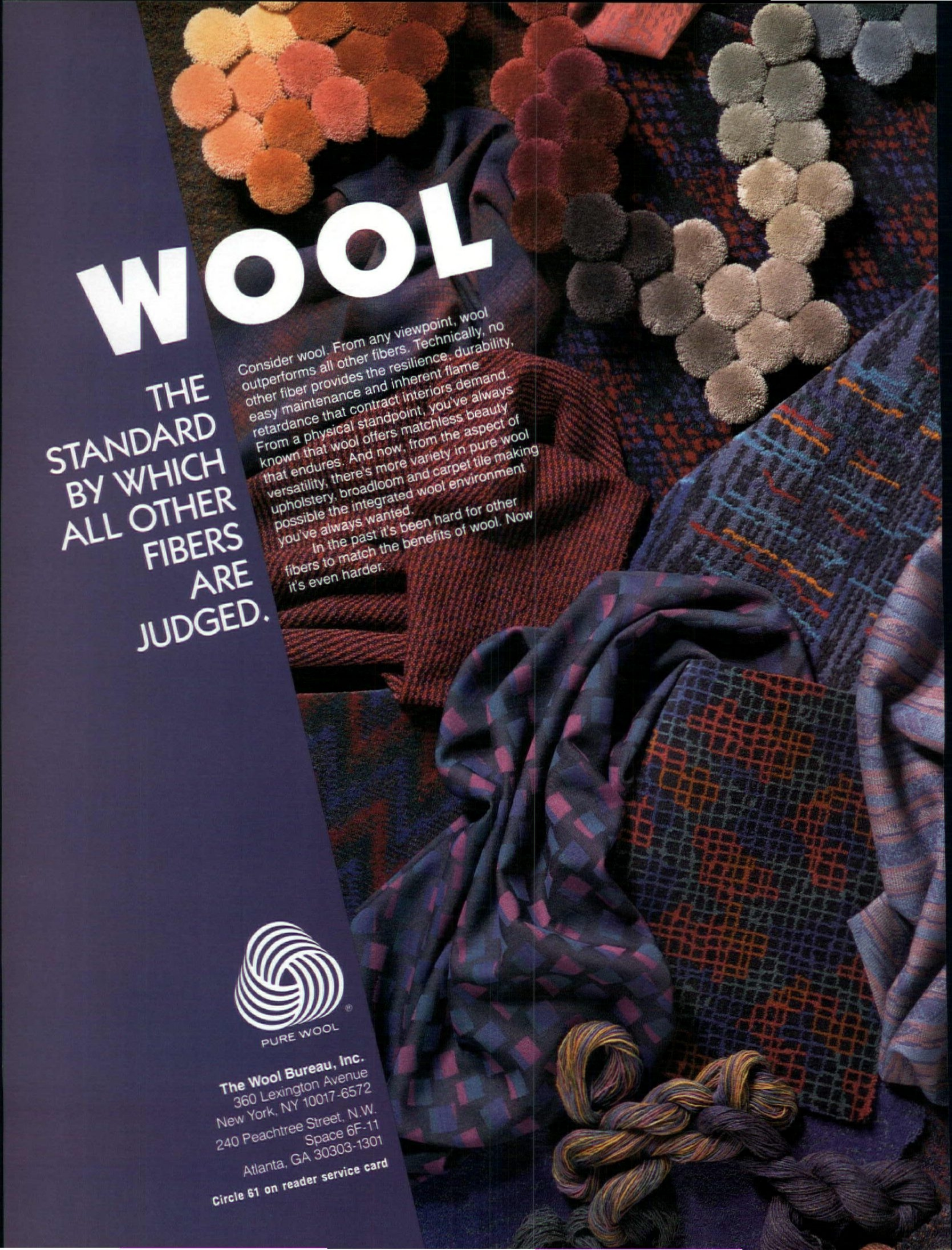
Considering the variations of lighting control systems and their increasing applicability to contract design, it would be wise to review all available systems. Because of all the diverse functions discussed in this column, investment in a dimming control system should become a staple of the design process.

Lightolier and Lutron are examples of manufacturers which have committed the time to develop technology and improve upon dimming systems. Other firms manufacture dimmers on a custom basis and should be examined for the depth of detail they can accommodate in controlled lighting design.



DESIGN MAGIC
SATURNO
BY
TRE CI LUCE
WAREHOUSE
LAMP
BY
Lightning Bug, Ltd.
CAGLIOSTRO
BY
SOLZI LUCE
TONDO
EKO GRILL
BY
PRISMA
Award Winning Designs
from Italy and America...
exclusively Lightning Bug
We're so much more to show you – please write or call
and we'll send you our introductory catalogs.
SOLARIS
BY
TRE CI LUCE
Circle 37 on reader service card
Lightning Bug, Ltd. 5430 West 61st Place Mission, Kansas 66205
913.432.4528 800.367.6479 Fax: 913.432.5184 Telex: 6714668 LTNGBUG




WOOL
THE STANDARD BY WHICH ALL OTHER FIBERS ARE JUDGED.
Consider wool. From any viewpoint, wool outperforms all other fibers. Technically, no other fiber provides the resilience, durability, easy maintenance and inherent flame retardance that contract interiors demand. From a physical standpoint, you've always known that wool offers matchless beauty that endures. And now, from the aspect of versatility, there's more variety in pure wool upholstery, broadloom and carpet tile making possible the integrated wool environment you've always wanted.
In the past it's been hard for other fibers to match the benefits of wool. Now it's even harder.
PURE WOOL
The Wool Bureau, Inc.
360 Lexington Avenue
New York, NY 10017-6572
240 Peachtree Street, N.W.
Space 6F-11
Atlanta, GA 30303-1301
Circle 61 on reader service card

By Elizabeth Olarsh



Local fire codes do not prevent hotel fires



Illustration by Ben Neuhart

Furnishings in a typical hotel guest room—especially draperies, beds, and upholstered furniture—account for some 60 percent of all hotel fires. Fires in which "textiles are the first to ignite result in more deaths and injuries than fire involving any other class of materials," reports the Federal Emergency Management Agency.

As a result of such statistics, many conscientious specifiers are being more thorough in following local fire codes. Unfortunately, studies conducted in the wake of recent hotel fires have revealed that most of the hotels involved in the fires were generally *constructed and maintained in accordance with local fire codes.*

One explanation for this surprising finding, says Richard Hess, president, Kiesling-Hess, a Philadelphia firm specializing in flame-retardant fabrics, is that "local codes are a great deal more lenient than most people believe them to be." Hess cites as an example the fire-retardancy treatment of draperies—thought by most people to be mandatory—but which is actually rarely required in local fire codes.

Hess also finds that while there are many stringent regulations regarding mattress materials, there are often no rules for fabrics used in bedspreads. And even the strictest of laws fails to take into consideration different degrees of flammability of various synthetic fibers.

There are other reasons for designers to look beyond recommendations of local codes. Says Sue Wade, Sue Wade & Associates, Dallas, "Satisfying local building codes is a weak defense in lawsuits. The fact that you comply with codes doesn't mean you have eliminated legal responsibility."

Carolyn Halteman, president, Class Act Design, Indianapolis, describes her personal motivation for specifying fire-resistant fabrics. "Not long ago, one of our interior design projects, a Comfort Inn, was scheduled for a September opening. A major fire occurred during construction and the opening had to be delayed, causing owners loss of five months of anticipated income."

Making appropriate choices

Two types of fire-resistant fabrics are available: inherently flame-retardant fabric (the fiber itself resists flame) and standard fabric that is chemically treated to give it fire-resistance.

Chemicals that give fabrics fire-resistance characteristics have been available for a number of years. While fabrics treated with these chemicals may be safely dry-cleaned, they cannot be laundered without losing their flame-retardant properties. Hence, says Hess, "Although these processes are useful in treating items such as draperies, which require minimal care, they are not as useful in treating bedspreads or upholstery, which require frequent laundering."

"There was a time," says Carolyn Henry, president, Carolyn Henry & Associates, Dallas, "when we specified chemical flameproofing treatments for wall fabrics, but we had some bad experiences with streaking of colors and patterns due to contact with moisture."

Newly developed ingredients that do not react with water are now being added to the acrylic backing of fabrics used in upholstered furniture and bedspreads. An acrylic latex or paper backing may also be added to fabric wallcoverings to enhance flame retardancy. A fabric so treated is not as flame-retardant as a chemically treated set of draperies, but can nevertheless resist the onslaught of a flame and slow the spread of any resultant burning.

Inherently fire-safe fabrics, on the other hand, take repeated laundering or dry-cleaning with no dissipation of their excellent fire-safe properties. Burlington's Sandel fabric, for example, is woven from specially coated, inorganic fibers and will not ignite, burn, melt, or drip even when exposed to direct flame and temperature up to 1,300 degrees Fahrenheit.

These fabrics incur an additional expense, however, because they must be blended with materials that are rich in color, texture, and pattern to achieve a particular design effect. Eventually, says Jerry O'Hara, president, O'Hara & Associates, Oakbrook, Ill., "The additional cost will become less of a factor as these fabrics grow in usage and prices decline, and when insurance companies note their effectiveness and reduce premiums."

Hess cautions designers in the use of synthetic fabrics, because they are considerably more flammable than such natural fabrics as wool, cotton, linen, and silk; and because natural fabrics accept flame-retardant finishes much more readily than synthetics.

Of course, the final decision on fabric use is the client's. Despite liability lawsuits and loss of income and property, many owners simply are not concerned with fire-resistant fabrics. Says Carolyn Henry, "Half of the owners we deal with are concerned with fire safety and readily accept these fabrics; the other half will always go the cheapest route. Specifying fabrics at renovation time is often easier than when a new building has to be totally outfitted with furniture and furnishings."

In all cases, says Wade, "Until fire-resistant fabrics become legally required at state or (even better) national levels, it is wise for designers to recommend them and then keep a file copy of the recommendation."

TIMELY

A material as old as the pyramids is the heart of today's most versatile prefinished wall system. Durasan Predecorated Gypsum Wall Panels and the GB-350 Movable Wall System from Gold Bond.

Architects in ancient Egypt specified gypsum to create the timeless masonry that has survived to this day. Gypsum is the heart of the GB-350 Movable Wall System. A total prefinished wall system for today's contemporary interiors.

The GB-350 wall system is reusable, flexible and easy to assemble. A wide variety of finishes, including Durasan Vinyl and Fabric predecorated gypsum wall panels, and Gold Bond Saxon steel-faced gypsum panels. Ceiling, cornice and rail heights make GB-350 a powerful design tool as a prefinished wall system.

This combination of versatility and reusability insures the client's initial investment in partitions will continue to pay off, even when the space has to be regularly reconfigured.

Time-Saving. With the GB-350 Movable Wall System, you can create an entire finished office in a very short time.

Gold Bond's patented gravity lock panel clips simplify set-up and installation for any panel configuration. This nonprogressive system allows instant accessibility to any section of the wall on either side; so utilities, computer networks and phone systems can be installed, routed and rerouted with a minimum of mess and disturbance. With this kind of flexibility, change can be readily accommodated without a lot of remodeling expenses.

Designers can specify the GB-350 Movable Wall System with complete confidence. All materials are made by Gold Bond, a division of National Gypsum. A complete prefinished wall system from one supplier.

Time to find out more. Your Gold Bond supplier can fill you in on the advantages of the GB-350 Movable Wall System. For the name of the dealer nearest you, or for product literature packet contact Gold Bond Building Products, Dept. GB-350, 2001 Rexford Rd., Charlotte, NC 28211. See Gold Bond products in Sweets catalogs 10615/GOL, Buy Line 1104 and 09985/GOL, Buy Line 1102.

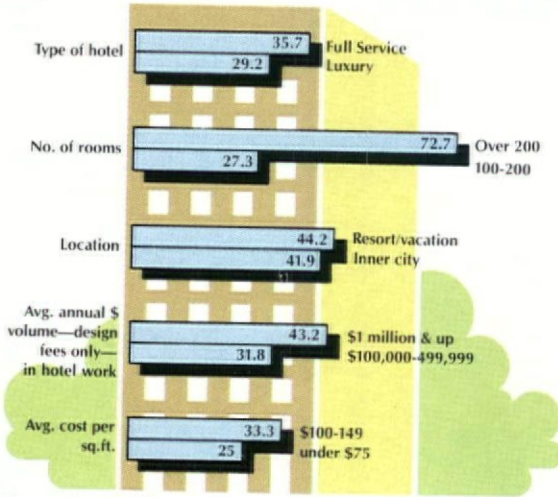
Gold Bond Building Products

A National Gypsum Division



Durasan predecorated gypsum wall panels and the GB-350 Movable Wall System bring timeless beauty to modern office environments.

High-end hotel design, more perks for travellers, reports *CONTRACT* survey



Figures do not add up to 100% because only top categories are listed

A recent CONTRACT magazine survey of 46 interior design firms specializing in hospitality design indicated a trend toward more luxury, high-end facilities; stress upon all-suite properties; inclusion of fitness centers and health clubs in hotels; and improvements in meeting room as well as lobby areas.

For 43.2 percent of respondents, the average annual dollar volume in design fees for hotel work accounted for more than $1 million. And, the average cost per sq. ft., including furnishings and construction, of hotels was $100 to $149 per sq. ft. for the highest number of respondents—33.3 percent—followed by $150 per sq. ft. and up for 25 percent of participants in the survey. Another 25 percent indicated that the average cost was $75 per sq. ft., indicating what many experts identify as a trend in both high-end and budget facilities, with a falling out in mid-range properties.

For more than half of the designers responding, average cost per sq. ft. increased from 1986 by 4.6 percent.

It is predicted that in the next five years, more than 1,000 new hotels will open with an average of 320 rooms per installation. This represents $424 billion being spent directly on construction and the interior design of hospitality installations, notes the National Expositions Co., sponsors of the Restaurant Hotel International Design Exposition & Conference, next year being held March 1-3 in Chicago.

And, adding to this boom, are all-important remodelling projects undertaken with more frequency by hotel operators. Remodelling of hotel facilities seems to be occurring most often in a four-to-six year cycle, note 54.5 percent of participating firms in CONTRACT's survey. For another 34 percent, remodelling is reported as occurring in seven-to-10 years.

All-suite hotels are noted by 72 percent of respondents as the biggest growth segment of the hotel market. Most firms are working in full-service, high-end hotel design (35.7 percent) and another 29.2 cite luxury properties as being a significant part of their commissions. Most, 72.7 percent, are designing hotels which have more than 200 rooms; followed by 27.3 percent of respondents who are working in the 100- to 200-room property category.

Most hotel work seems to be equally split between inner-city and resort properties.

An upswing in health club design at hotels is noted by 90.9 percent of designers in the survey; 84.1 percent identify a trend toward designing executive floors which cater to VIP travellers with special amenities.

For 86.4 of respondents, life safety was indicated as being a mutual concern of the designer and of the client.

Bars and lounges are being demanded more often by hotel clients, according to 79 percent of respondents; and for 93.2 percent, meeting room accommodations are improving. The latter group indicates that audio-visual equipment, operator-controlled lighting, teleconferencing facilities, and comfortable seating are areas where more money is spent.

For 50 percent of those replying to the survey, reception and lobby furnishings are receiving more dollars as a priority. Considered to be of second importance by 20.8 percent of respondents is restaurant furnishings. Guest room furnishings, and overall finishes used throughout the facility were indicated by 16.7 of participants as being among priorities.

CONTRACT's survey findings are supported by data from other industry groups, including the American Hotel & Motel Association, which reports that specialized lodging properties, including all-suite hotels and "fantasy" resorts, are expected to grow in number and popularity. Currently, the AH&MA tabulates that 25,000 properties are in the budget/limited service category; 16,000 are considered full-service; and 4,000 are luxury hotels offering concierge services, in-room amenities, on-property foodservice, and health clubs.

Overall, the AH&MA notes that the hospitality market is increasingly segmented, with the types of facilities being built expanding in their diversity. The all-suite property, for example, is a big investment for several major chains which constitute 50 percent of the all-suite inventory currently.

As indicated by CONTRACT's survey, the AH&MA reports that specialized amenities are being created for niche markets, including women business travellers and family vacationers. Among respondents to CONTRACT's poll, 66.7 percent of participants indicated that more spaces are being designed for women users.—*R.W.*

SURVEY PARTICIPANTS

Aiello & Assoc.; American Contract Designers; Asher; Walter M. Ballard & Assoc.; Barry Design Assoc.; Chuck Barton & Assoc.; Edward Carson Beall & Assoc.; Belmuth Design Group; Bordelon & Assoc.; Classic Environments Int'l; Cole Martinez Curtis and Assoc.; Copeland Krieger Assoc.; Daroff Design; Designers II; Design Continuum; Design Solutions; Design Works; DiLeonardo Int'l; Dimensional Interiors; Dorothy Draper & Co.; F O R M A; Goleman & Rolfe; Grieve, Ruth & Hankins, Architects; Carolyn Henry & Assoc.; Hospitality Design Group; Index, The Design Group of Laventhol & Horwath; Intradesign; Jutras & Nobili Assoc.; J. Kattman Assoc.; Carole Korn Interiors; Tom Lee Ltd.; The MacDonald Design Group; Mitchell, Carlson & Assoc.; B. Shervan & Son.; L.E. Seitz Assoc.; Spectrum Services; Rita St. Clair Assoc.; Stouffer Hotels Design & Purchasing; Tamarid Inc.; Gina Ward Assoc.; Wilson & Assoc.; Wimberly, Whisenand, Allison, Tong & Goo; Joyce K. Wynn Inc.; Zakaspace.



IT TAKES A COMPANY LIKE WESTINGHOUSE TO TAKE CONTROL OF THE ELECTRONIC OFFICE.

A company with the knowledge to develop a cable management system which includes top raceway, baseboard, and most importantly, work surface capabilities.

Westinghouse believes a cable management system should increase worker productivity as well as office power. That's why we developed Powr-Pac.™ A way to provide electricity, route cables and keep connections close at hand.

Powr-Pac attaches directly to the back of the work surface, placing power and communications lines within easy reach of employes. Lines can be fed from top or bottom raceway channels. And with connections at the surface, computer hardware and telephones can be rearranged quickly and easily.

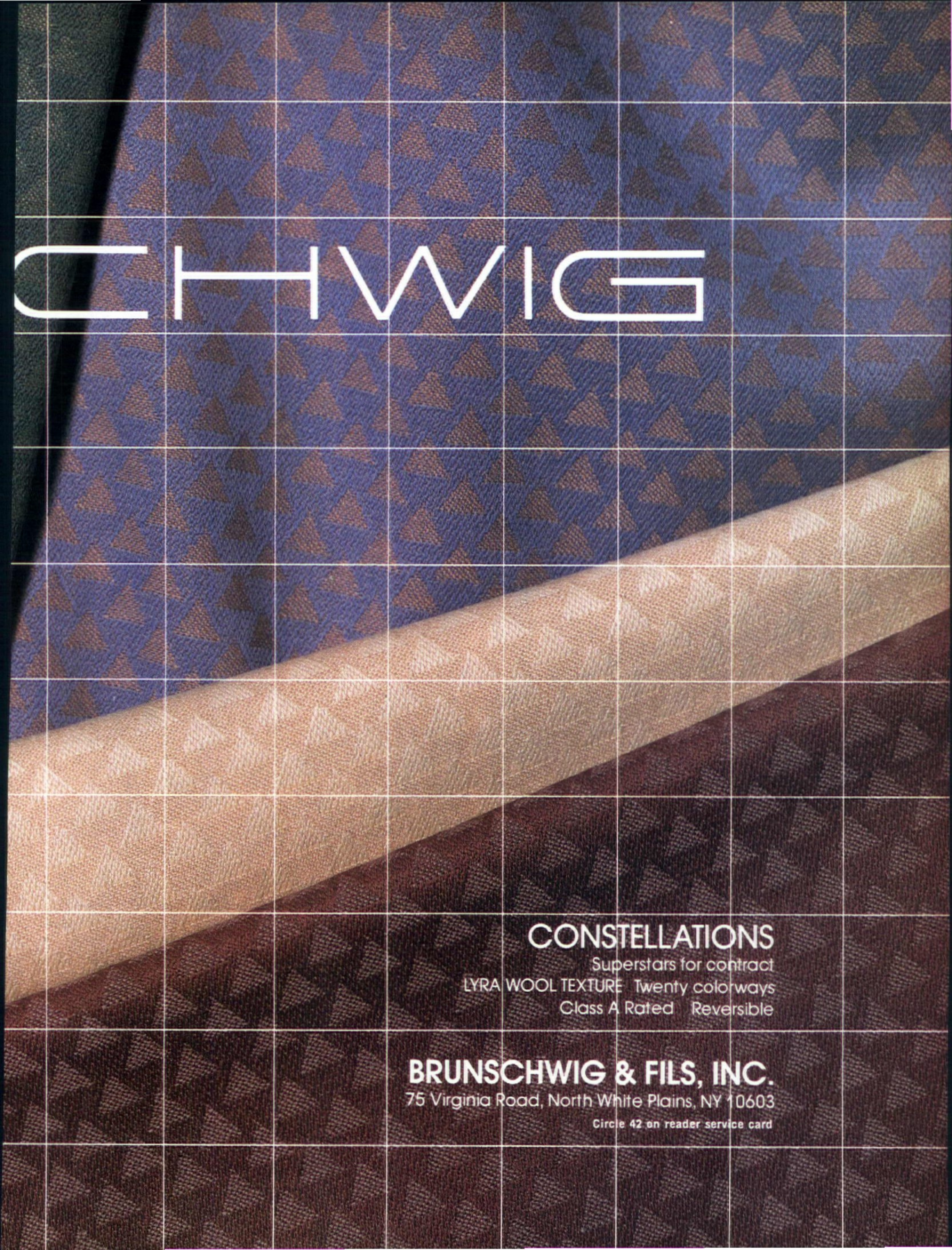
Powr-Pac is the latest addition to Wes-Group... the comprehensive range of integrated, yet interdependent subsystems from the total quality leader. Westinghouse.

More than 100 years of delivering quality you can be sure of. Let us help you take control.
Westinghouse Furniture Systems, 4300 36th Street, S.E., Grand Rapids, Michigan 49508 1-800-445-5045

Circle 41 on reader service card

You can be sure . . . if it's Westinghouse


BRUNS



CHWIG
CONSTELLATIONS
Superstars for contract
LYRA WOOL TEXTURE Twenty colorways
Class A Rated Reversible
BRUNSCHWIG & FILS, INC.
75 Virginia Road, North White Plains, NY 10603
Circle 42 on reader service card

Designer blends light with glass to create serene environments

By **EILEEN McMORROW**
Associate Editor

Designing in order to provide the end-user with a sense of serenity and offer the maximum functionality is of prime importance to architect Roberto Pamio. He is the designer of Leucos Collection lighting fixtures available through Innovative Products for Interiors (IPI).

Pamio has followed two roads in his career as both a product designer and architect. He worked in the fields of architecture, industrial design, and interior design while studying for a degree. Since graduating from the University of Venice School of Architecture in 1968, the 50-year-old Pamio has considered himself a company designer, working specifically to design products for manufacturers; and a new, pioneer designer, creating architectural pieces.

Pamio's design philosophy evolved in three stages based on experience and education. Creating an original object was the purpose of his early design concepts in the 1960s and early '70s. He experienced a design revolution in the 1970s to early '80s by relating the originality of a design to the end-user's needs. The idea was to keep the product original, but include practicality for the user.

The most recent expansion in his philosophy of design involves creating products in the form of classical architecture, beautifying an object by incorporating color in the design process. Being from Venice, Pamio is extremely sensitive to the use of color and natural elements, nature of materials (such as water and plant life), and the search for pure and simple form. His forms are drawn from past traditions and cultures throughout history.

Pamio began and continues his career as an architect and designer in Scorzé, a small town outside of Venice. He designs out of his own firm and studio in the surrounds of nature where he employs 10 architects and designers. For industrial design solutions, a manufacturer will normally contact Pamio with the specific needs for a fixture style or kitchen piece. He then compiles the characteristics of the item, and works with his staff to formulate design concepts. Pamio is sensitive to the functionality and practicality of the product.



Rondo, a turning table made of painted aluminum, was designed by Pamio in 1986 with a "jointed" support that permits the user to regulate position and height of the table top. Designed for Cidue, it was selected for the "Compasso d'oro," an Italian award, earlier this year.

Presently, he is a designer for Arc Linea (kitchens), Arflex (upholstery and office furniture), Cidue (furnishings), and F.A.I. (machinery). Among Pamio's best known lighting fixtures in the industry are those in IPI's Leucos Collection, created in the early 1980s. He has been designing for Leucos since 1962, and also serves as its art director. In this position he oversees the company's products, advertising, and image.

Career began with appliances

Pamio started his career in 1961, creating household appliances for Zanussi-Rex. He also worked for Peguri, making furniture, and Stilwood as an interior decorator. He designed the first snack counter with stools for home use in Italy. While interested in appliance and furniture design, he chose to go to school for architecture.

He has designed five showrooms in Italy for Leucos, plus others in Chicago and New York. As an architect, he planned Leucos' main offices and warehouse near Venice in 1970, and again in 1981. He has designed showrooms for Leucos in Italy and London, and IPI's showroom at the IDCNY.

Today, Pamio is gaining wider exposure in the U.S. for his intricate designs of Formelle Glass tiles, made in Italy of Murano glass. The idea for using the tiles as an architectural statement dates back to 1978.

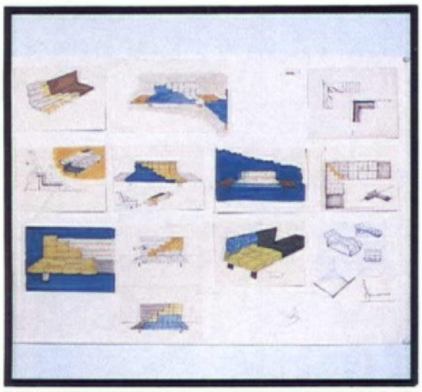
"I developed the idea as a concept of the material because it has many capabilities. Formelle Glass is not just an architectural image, but an integral part



"Formelle Glass is not just an architectural image, but an integral part of the structure in which it is housed."

—Roberto Pamio





A finished product (at top) and various sketches which led to the creation of Pamio's "Scaccomatto" sofas and armchairs in 1982.



A raised design was incorporated into the Murano glass tiles which create the room's dividing panels. Murano and Formelle glass designs can be used as skylights and privacy panels, and are among Pamio's recent products being distributed through IPI.

of the structure in which it is housed," says the architect. "These glass tiles and panels can be used as skylights, room dividers, privacy panels, and light-filtering windows."

Pamio is most impressed with Formelle's interaction with light. What makes it both a beautiful and useful architectural element, he explains, is its constant state of evolution since tiles emit shapes and hues that vary at every angle of incidence of light.

"Ten years later, I am still discovering new ideas for using Formelle Glass. The insulated panels may be created with bulletproof and shatterproof glass, and still retain their beauty and color diversity," he says.

Accomplishes rich architecture

When he can, Pamio strives to accomplish architectural designs using inexpensive materials. Pamio is cost-conscious throughout the design process due to the high cost of manufacturing, whether it be a light fixture or a kitchen piece. "The cost limitation helps me to develop more creative ideas for designs. I have to expand my initial ideas to accomplish rich architecture using average materials," says Pamio.

By the time one of my designs is realized and seen by the public, my mind is in another direction of design. It usually takes three years after the concept and creation for a design to be in the public eye," says the architect, expressing a reality of the industry experienced by most designers.

Pamio's furniture and lighting designs have received a number of awards over the years. Twice he was awarded the "Citta di Trieste" for projects; in 1967 for an innovative kitchen, and 1968 for an arm chair. The downlight "Van" and the wall light "Volo," both in the Leucos Collection, were recipients of the IBD/CONTRACT Magazine Product Design Awards in 1985 and 1986, respectively. "Nelly," a wall light in the Collection, received the Resources Council ROSCOE Award in 1985. Earlier this year "Rondo," a metal coffee table designed for Cidue, was selected for the "Compasso d'oro".

Regardless of these design recognition awards, Pamio contends that his favorite project is the "Mobile Acquario," a modular system of furniture designed in 1978. In it, a wall unit becomes an architectural system for residential use. It was constructed without glue, and pieces can be interchanged to make different systems other than wall units.

Asked his views on a product designer's responsibility in today's market, Pamio responds, "One should set a good example for new designers, so they may seek high design standards and create beautiful products that work." □

Coming In December CONTRACT...



Fast Food Chains & Retail Businesses
"Executive Buyer Edition"

December CONTRACT's Fast Food Chains & Retail Businesses "Executive Buyer Edition" delivers Bonus Circulation to 5,000 fast food executives and retail developers. Editorial features focus on a wide range of topics, including...

Fast Food Design: Outstanding innovations in design for one of America's fastest growing industries.

Fast Food Furniture/Furnishings Product Review: Introductions made for the booming fast food industry.

Retail Store Installations: State-of-the-art design ideas.

Mart/Showroom Directory: Listings of sources, locations, and activities for 1988.

Public Seating Product Review: The latest styles, colors, fabrics, etc., that specifiers will need to know.

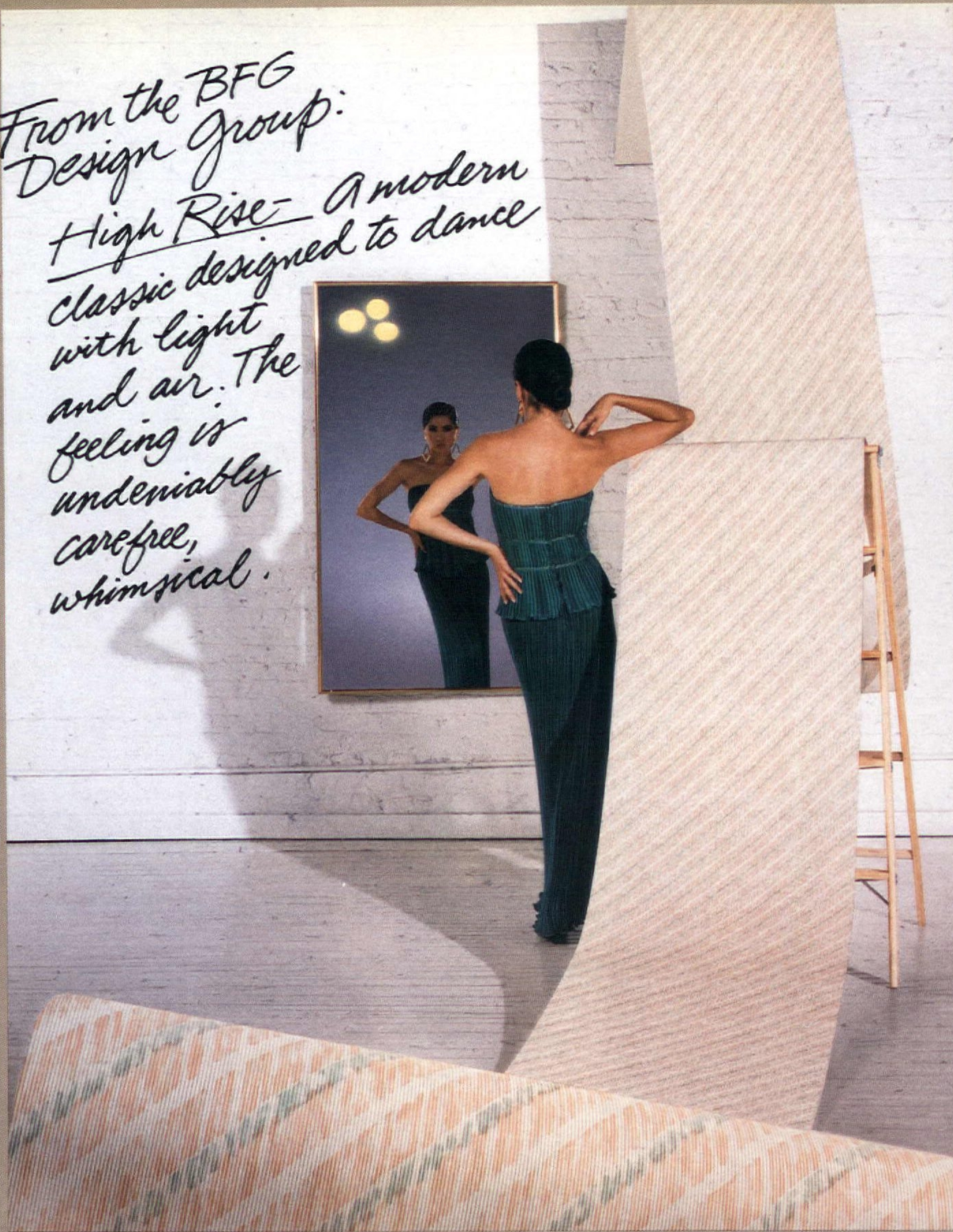
Art & Graphics Product Review: What's new for contract interiors.

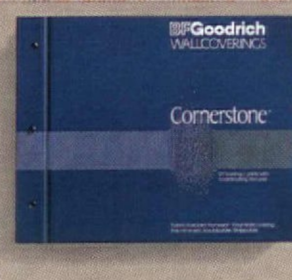
Ad Value For Suppliers: Call Gary Puro, co-publisher, at 212-869-1300 and find out how your ad reaches over 34,000 of the people with the power to buy your products. Ad space closes November 10.

CONTRACT

EXECUTIVE BUYER EDITION

A Gralla Publication ■ 1515 Broadway, New York, NY 10036 ■ 212-869-1300


From the BFG Design Group:
High Rise– a modern classic designed to dance with light and air. The feeling is undeniably carefree, whimsical.


BFGoodrich
WALLCOVERINGS
Cornerstone

Newly acquired, Gunlocke prepares to broaden market share



Company Profile

Recent announcement of the merger of The Gunlocke Company with Chicago Pacific Corporation has positioned Gunlocke as the fulcrum of Chicago Pacific's growing contract market involvement. And no wonder. With sales forecasted to reach $60 million by the close of this year, and a volume triple what it was five years ago following conversion to private ownership, Gunlocke was ripe for merger and now stands to accrue additional benefit from renewed capitalization.

Noting that, "The big manufacturers are getting bigger and small companies will have an increasingly harder time competing," Kenneth Book, Gunlocke president, sees competitive wisdom in consolidation which permits capture of greater market share through product line enhancement as well as strengthened sales force and manufacturing abilities.

In a speech delivered before NEOCON 19 last June, and made all the more compelling by recent events, Book commented, "Growth (in the contract industry) is increasing at a decreasing rate. (Manufacturers) are left with only one choice for growth in a non-growth market—to gain market share....This desire to grow is one of the things that has fueled mergers and acquisitions."

Over the past few years, according to a Gunlocke analysis of figures from the Business & Institutional Furniture Manufacturers Association (BIFMA), of which Book is a member of the Board of Directors, smaller manufacturers with sales of under $40 million have been losing market share to larger companies. The larger firms have grown an average of 58 percent in the past five years. By contrast, recent orders for small manufacturers with sales of under $10 million are off by 12 percent in a first-quarter comparison of sales in 1986 and '87.

Book's corporate research details the growth of contract furniture manufacturers from a total of 338 in 1967 to 654 in 1982—nearly a 100 percent increase in 15 years. Currently, manufacturers in the commercial furniture industry exceed 700. Among these, 59 percent of the wood manufacturers are small firms employing under 20 people; for non-wood plants, 36 percent employ fewer than 20 people. These facts create tremendous internal pressure for growth, Book concludes.

Recent BIFMA figures predict a slow, four percent growth for the industry, intensifying competition for existing specifier dollars. The end result of these influences, Book notes, is that "manufacturers are spending more time on distribution.

"Marketing and communications are increasingly important to manufacturers. We still do not do a satisfactory job of merchandising our product in this industry," he notes. "Dealers are not showing product the way they used to. They have become sales agents, operating without warehouses and servicing."

Thus, added to a growing list of manufacturer obligations are costly showrooms which make up for a deficit in dealer showrooms nationwide. "We've also added 'project management' and 'project design' roles to our staff as a result of the changing dealer role and our venture into open plan systems," comments Don Keith, Gunlocke vice president of marketing.

Nonetheless, Keith hastens to add, "We aren't abandoning the dealer structure. We are committed to dealer distribution and we'll ride that wave."

Coping with the changes in industry distribution that recent years have wrought, Gunlocke's acquisition will permit the company to spearhead a range of competitive moves. The sales force will be expanded by a minimum of 10 percent in the coming months. This will permit the company to gain greatly improved market penetration in such targeted regions as the West.

In product, Chicago Pacific's ownership of Kittinger will create stronger ties between that company and Gunlocke. (Chicago Pacific's Furniture Group also includes Pennsylvania House and McGuire.) Not surprisingly, in the works is a Gunlocke product venture in traditional furnishings, Kittinger's specialty and also identified by Gunlocke as one of the growth markets of the future. Says Keith, "We want to grow in wood seating, lounge furniture, tables, and traditional casegoods and seating."

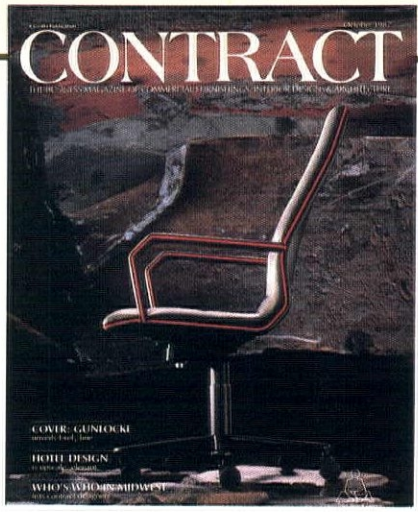
A 10-year manufacturing plan is being developed with the support of Chicago Pacific, a believer in implementing advanced manufacturing techniques to secure future growth. In addition, computerization will shorten order handling and processing.

Helping the company achieve continued growth is its 800,000 sq. ft. of manufacturing facilities, in large part boosted under previous ownership. In addition, a solidly successful product line, with product introduced since 1981 comprising 70 percent of 1987 sales, forms a solid base for future growth. Gunlocke now offers 162 individual chairs (with options of species, finish, and upholstery), five lines of conventional and modular casegoods, and numerous open plan system components. In the case plant, offerings have skyrocketed since the '70s.

Founded in 1902 by four entrepreneurs, Gunlocke pioneered and perfected the art of steambending, as well as the art of distribution—being among the first furniture companies to establish a field salesforce. Purchased in 1981 by private management, the company is currently overseen by Kenneth M. Book, president; Clarence L. Burkey, vice president of finance; Don G. Keith, vice president of marketing; and Neil F. Leahey, vice president of sales.

By ROBERTA WALTON Executive Editor

"The forces that drive Gunlocke will always be creativity, responsiveness, and value," notes Kenneth Book, president, at left shown on the facing page with Don Keith, vice president of marketing, Gunlocke.



Product Review

Shown here and on our cover this month is the new $Exel_3$™ executive chair, part of a program of seating, lounge furniture, and tables introduced exclusively through CONTRACT by The Gunlocke Company. The seating line employs an innovative "SteamFold"™ technique, an evolution of steambending technology which results in more angular curves in design. Designed by Gunlocke director of design, Terry Hunt, it also draws on advanced product engineering by employing sheet webbing (DuPont Dimetrol) which supplies self-supporting characteristics on an ultra-thin frame.

Across the three-product program of tables, seating, and lounge furnishings, triple options in finishes, wood species, fabrics, arm construction, sizes, surfaces, bases, and models, make $Exel_3$ the largest single seating and table product line yet introduced by Gunlocke. So consistently did the multiple "three" emerge as the line was defined, that Hunt was prompted to incorporate it into the product name.



The $Exel_3$ line includes lounge furniture, tables, and seating. Shown above is the loose-cushion lounge model upholstered in leather, along with a version of the table which has rectilinear styling that characterizes the entire line.

The seating line's breadth offers specifiers freedom in customizing products according to client need. Loose cushion or tight cushion upholstery options are available on ergonomic seating carrying the appeal of wood. A rectilinear appearance is contributed by the SteamFold process which creates a 50-degree wrist-bend angle. This slant, a comfortable hand rest, also permits easy access to the worksurface. In the guest chair model, an extended arm/leg continuum pushes the process of steambending to new limits not before achieved in the industry. Open and closed/upholstered arms of the swivel chairs are constructed of molded rigid urethane with steel inserts covered in various ways. A welt insert can be used to complement corporate color schemes.

Of special interest to designers, are a variety of colors and textures which can be used in many combinations differentiated by shell, cushion, or welt. Leather (perforated or standard) may be mixed with fabric.

Horizontal seam lines used in both tight and loose cushion versions of seating and lounge products, accentuate the angularity of the frame and serve as a design idiom. A self-adhering material permits removal of loose cushions.

Cherry, hard maple, or white oak comprise wood offerings; while five-star bases come in wood, chrome, or bronze with 2-in. dual wheel casters. Auto-lift mechanisms activate seat height without obtrusive controls.

The executive swivel chair is complemented by high- and low-back management models. Noteworthy is the spaciously sized seat of the executive model—1¾-in. wider than management models. The Exel executive chair is designed for users falling in the above-95th percentile category. In addition, a forward tilt control, uncommon in executive seating, provides lumbar support regardless of working position.

The seating line's angularity serves a functional as well as an esthetic purpose, qualifying it as an "11-hour-workday" chair. The angle formed by the chair's back and seat reflects the arm angle, but also works within the frame to promote healthy posture and circulation for the user.

Many of the optional features of the seating line are offered by the lounge line which has the added benefit of double-dowelled hardwood side frames, held together by a steel understructure. This design permits economical pricing since it affords efficient production of one-, two-, and three-seat lounge pieces.

Tables come in three surface choices of wood, leather, and Corian, and feature lightly scaled, rectilinear design as well. Three sizes, and three woods—oak, cherry, and maple—are available.
Circle No. 347.

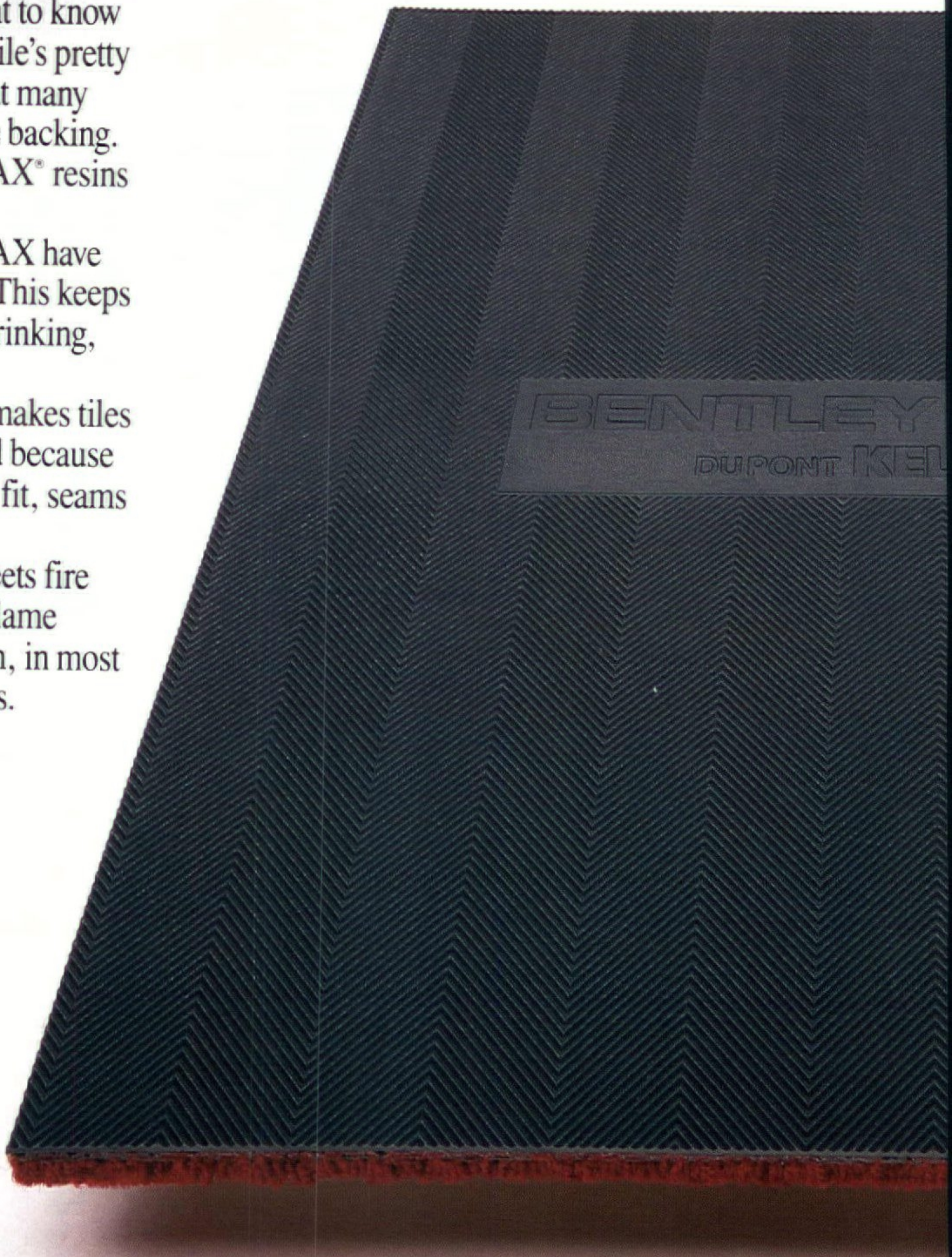
Perfect carpet squares the bottom

These days designers want to know just what's behind a carpet tile's pretty facade. They're learning that many important features are in the backing. That's why Du Pont KELDAX® resins look so attractive.

Tiles backed with KELDAX have great dimensional stability. This keeps carpet tiles from curling, shrinking, cupping or bubbling.

What's more, KELDAX makes tiles easier to lay, cut and fit. And because of its dark color and smooth fit, seams are virtually invisible.

In addition, KELDAX meets fire safety standards, including flame spread and smoke generation, in most state and local building codes.



Organizational tools, decorative fabrics, improve office functions

Caddylak Systems



Magnetic schedule board provides full year control

Caddylak Systems—Introducing a full year magnetic schedule board that provides visual day-by-day control for 365 days. Magnetic card holders that can be moved to change or rearrange information easily communicate important deadlines and other data to staff to keep projects moving on schedule.

The board centralizes information in one place for fast, easy reference and to eliminate possible scheduling problems and conflicts. It is ideal for interior designers, architects, and facility planners who must keep day-to-day track of all projects. For further information, contact Caddylak Systems, Inc., 201 Montrose Rd., PO Box 1817, Westbury, NY 11590-1678, or **Circle No. 206.**

Reflects timeless splendor

Scalamandré—A collection of wallcoverings, fabrics, carpets, and trimmings inspire the elegance and splendor of 19th Century Southern Hospitality. Linden, a striped lampas fabric woven in Italy; and Arlington Scroll trim, adaptation of a hand scroll, reflect a Federal-style home in Natchez, Miss.

The cloth's 52 percent cotton, 10 percent Bamberg, and 38 percent spun rayon composition creates a lampas consistency which combines with its grapevine and leaf pattern. **Circle No. 201.**

Steel files offer color

Harbor Universal Inc.—A complete line of steel shelf and lateral files, mobile pedestals, bookcases, and storage cabinets are available in a variety of configurations and 25 standard colors. (Literature includes all standard color specimens.) The company's Quick Ship Program now offers 10-day shipment for mobile pedestals, along with standard and long-handle files. The files are available in either 36- or 42-in. widths and two or four drawer heights. **Circle No. 346.**



Scalamandré



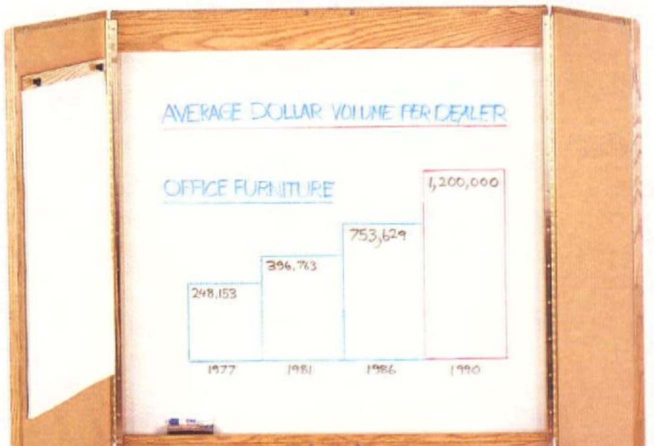
Harbor Universal

People will talk.

EHB conference room furniture

People will talk. We make them more effective by design. Our quality leaves them speechless.

We're specialists, offering you complete lines of office and school products for attention centers. We offer you the style, breadth of line and the margins you've been looking for.



CONFERENCE CENTER
Oak or walnut on the outside, finest marker board and cork inside. Projection screen, lock and fabric tacking panels are optional.

— FREE CATALOG —

We have a free catalog you will want before your next sales call. With EHB along, you will have something for every conference room and attention center situation—from the organization that wants to make a Fortune 500 impression to the classroom that needs a little class.

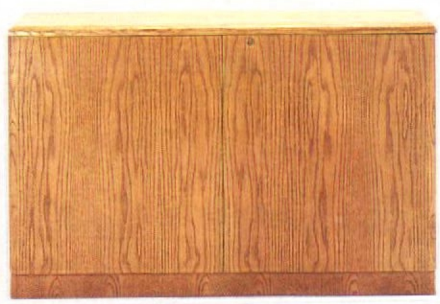
Please call or write us for more information.

— LINES —

Make your choice of directories, conference centers, credenzas, message centers, bulletin boards, teleconference cabinets, lecterns and supplies. Our broad product line offers solutions from the open office to the corporate boardroom and from preschools to university teaching labs.



TELECONFERENCE CABINET
Elegant housing and display for a 25-inch television monitor. Pull out shelf for components.



CREDENZA
Handsome yet secure. Keeps high value and one-of-a-kind items nearby but protected.



PODIUM
Modular and single piece podiums have hidden storage and a recessed reading table.

— SPECIALS —

If the sale rides on your ability to customize the order, let EHB be your secret weapon. We can match colors, styles or both.

Special sizes are welcome because EHB has full line manufacturing facilities in both the East and West. Without the price penalty you might expect.

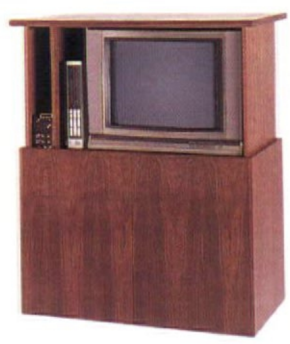
— MATERIALS —

We use the finest quality materials for every level of goods: high pressure laminates, low pressure laminates, plain-sliced American walnut or white oak veneers. Our finishes are distinct, beautiful, long-lasting and low maintenance.

If we can't find component materials that meet our standards, we make them ourselves. For example, EHB, a division of Adience Co., L.P., is one of only three manufacturers in the industry for both porcelain marker board and chalkboard. Our porcelain writing surfaces are guaranteed for fifty years.

POP-UP TELECONFERENCE CABINET
At the touch of the top, or by remote control, a 27-inch television or dry bar rises from this handsome console. (Bar, optional extra. TV not included.)







BOARDS
Your choice of surfaces from cork to tack boards to directories to porcelain writing surfaces. Your choice of frames: anodized aluminum or wood. Your choice of sizes. Indoor or outdoor.

EHB Industries

A Division of Adience Co., L.P.
2621A Research Drive, Corona, CA 91720
Outside California — (800) 322-3224
Inside California — (800) 824-7429
Fax — (714) 371-6618

Circle 47 on reader service card



C&S National Bank, Northpark Town Center, Atlanta, Georgia
Designer: Pat Bennett / Architect: Audrey Grant



C&S National Bank, Concourse, Atlanta, Georgia
Designer: Donna Bennett / Architect: Audrey Grant

...and more!

Matchless beauty, superb styling and outstanding durability. You expect that in the commercial carpets you specify. And you get it when you choose carpets made with Ultron® 3D nylon from Monsanto.

But you also get a whole lot more. Like permanent static control. Superior soil hiding ability. Perfect luster level. Rich, clear colors. And a dazzling array of attractive textural effects and patterns.

Ultron® 3D nylon. It's the advanced generation carpet fiber that makes the designer's job easier. From great restorability, to remarkable colorfastness, its outstanding performance features are adding real value to today's commercial carpets.

Ultron® 3D nylon carpet fibers from Monsanto - truly everything you'd expect. And more!

Circle 48 on reader service card

Monsanto Contract Fibers

ULTRON 3D

MONSANTO CHEMICAL COMPANY
320 Interstate North Parkway
Atlanta, Georgia 30339
(404) 951-7642

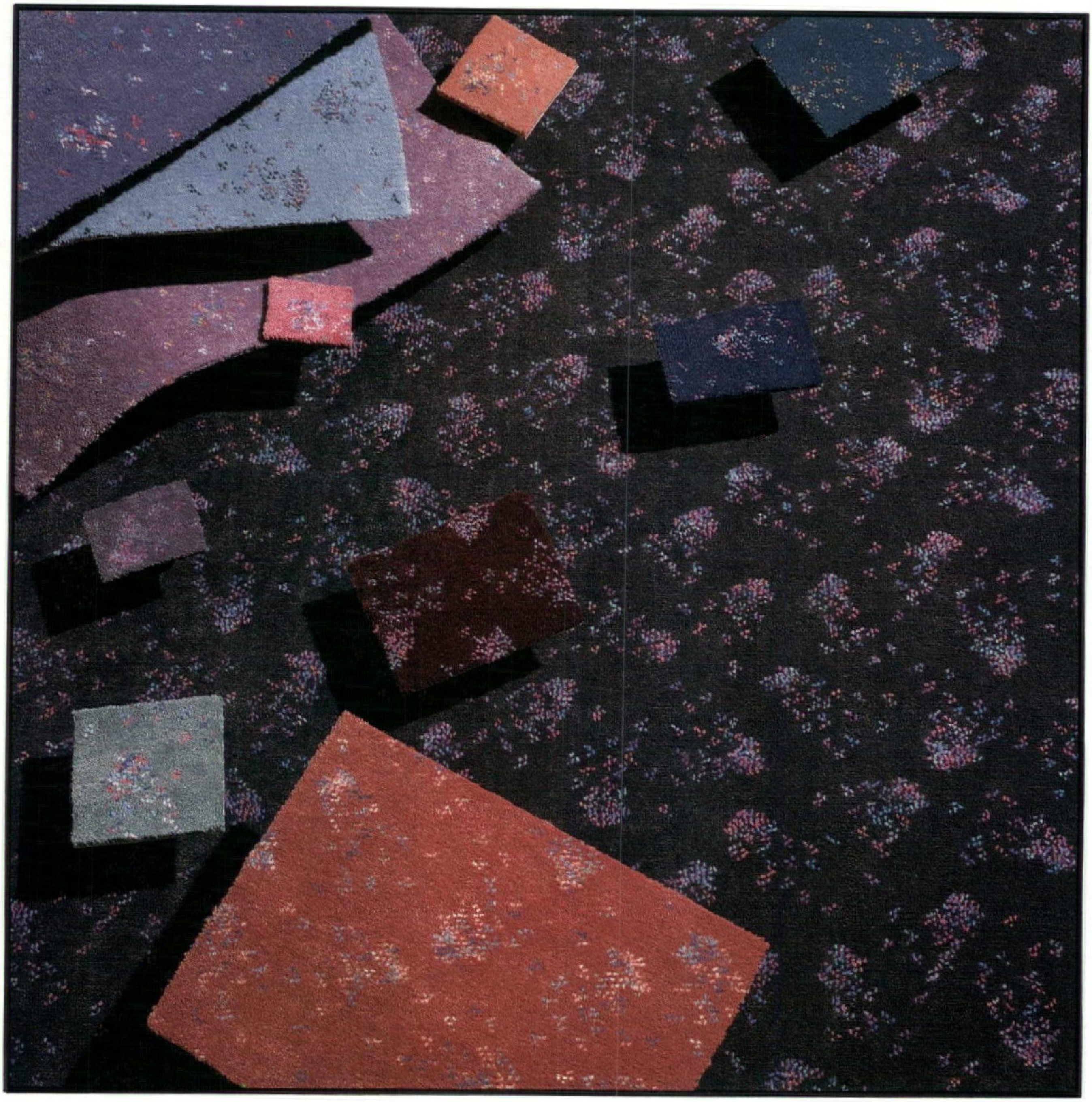


System adapts to changing offices

Fully integrated panel system from Invincible Metal Furniture Co. is adaptable to any office environment. Designers can combine straight or curved panels of different heights and fabrics.

Bookshelves, task lighting, and receding door units can be mounted anywhere in the system. Top rails run flush side-to-side. Wood trim may be interchanged with steel trim without having to replace a panel. And virtually any style of panel is available in various finishes and fabrics.

The panel system contains VDT furniture, ergonomic seating, and executive worksurfaces with wood tops. It is fully electrified. **Circle No. 207.**



Charleston debuts new tufting technology

Charleston Carpet's Starflite is the company's first offering in a revolutionary new tufting technology known as the individual controlled needle (ICN) process. It is a sheared, random confetti pattern constructed from Charleston's proprietary "Aurora" multicolored yarns. The yarns are on a field of 10th gauge ANSO IV HP continuous filament nylon. The line is available for immediate delivery from inventory in 17 color combinations and carries a 10-year limited replacement commercial wear warranty.

Due to the new ICN technique, bold and random carpet patterns can be produced in high-speed, advanced generation tufting, formerly available only in woven imports. It makes possible premium patterned carpet even in modestly budgeted projects, vastly expanding designer resources. **Circle No. 205.**








"...Our guests gave the design of the
entire hotel—especially the Normandy Room—
lavish compliments, and singled out
for particular praise the style
and performance of our **Anso IV**® and
Anso® nylon carpets."
Allied-Signal Inc.
Allied Fibers
1411 Broadway
New York, NY 10018
Circle 52 on reader service card
Allied Signal

D U P O N T




Workplace Surrealism
The way Teknion office furniture system components adapt to suit changing office requirements borders on being surrealistic. Their convenient, flexible vertical modularity, unparalleled horizontal attachment capability and unlimited power and communications capacity combine to create an office environment that is both visually and functionally a true work of art.
TEKNION
Advanced Office Furniture Systems
Teknion Inc., 17 W. Stow Rd., Marlton, N.J. 08053
Telephone: 609/596-7608
Circle 60 on reader service card
A tip of the hat to Monsieur Magritte

PEOPLE NEWS



Moodie

Interior Design Development Inc. (IDD), in Costa Mesa, Calif., has appointed **Tamara Moodie** (shown) director of marketing.

The Marvel Group Inc. named **Neil L. Bloomfield** vice president of sales and marketing, and **Jerrold J. Dellacqua** vice president of corporate sales. The Chicago firm manufactures contemporary office and electronic support furniture and O.E.M. products.



Stiffler

Interior designer **Joseph Stiffler** (shown) has joined the Buffalo Design Group as a partner.

David D. Suttle was appointed director of design for the St. Louis office of Hellmuth, Obata & Kassabaum (HOK) Inc. He is a senior vice president of the architecture/engineering firm. **Robert T. Brendle** was named director of design for the Washington interiors group.



Morrison

Harris-Tarkett has appointed **Cliff Morrison** (shown) product manager-solid hardwood.

Melissa Hovious (shown) joined National Products Inc. in Louisville, Ky., as architectural products manager.

Terri Slancik has been appointed general manager of the Design Center at the Ice House in Denver.



Hovious

Design I Interiors, an interior design and space planning firm, named **Dennis J. Cagan** a senior vice president.

Joseph A. de Silva Pereira and **Larry D. Golden** have been tapped as senior vice presidents of Donna Vaughan and Associates, a Dallas interior design firm.



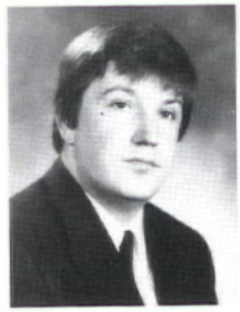
Hunt

CPS Wholesale Floor Coverings Inc. has promoted **Roger Hunt** (shown) to senior vice president, general line carpet strategic business unit. **Susan Grinker** was named vice president, business development. The firm is headquartered in Elk Grove Village, Ill.

David Lakie, previously president and CEO of Office Specialty, has become chairman of the board. **Madan Bhayana** has succeeded him as president. **Jerome I. Perrin** is now executive vice president, and **Robert F. Turetsky** is vice president, sales & marketing.

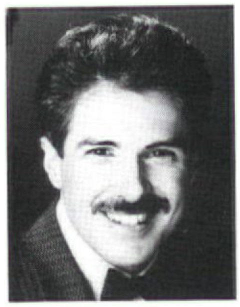

Pionite®
Decorative Laminates
WE MAKE THE BLUES SING.

PEOPLE NEWS


Lecot

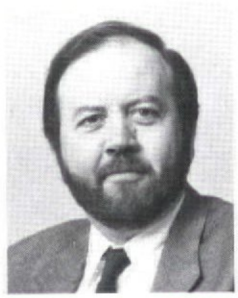
Normbau Inc. has appointed **Rik Lecot** (shown) general manager of U.S. operations. He will head the firm's Addison, Ill., facilities for manufacturing the Normbau Design System.

Copelin Wolper & Associates, Interior Planning & Design, has been formed in Los Angeles by **Lon Copelin** (shown), ASID, and **R. Gary Wolper,** ASID associate.


Copelin

Kenneth H. Walker, AIA, founder and president of WalkerGroup/CNI, has been advanced to the College of Fellows of the American Institute of Architects.

Knoll International Holdings Inc. (KIHI) is the new corporate name of General Felt Industries. Subsidiary companies include Knoll International, Color Tile, General Felt Industries, and Foam Products Holdings.


Hayden

Richard Seth Hayden (shown) has been appointed to the College of Fellows of the American Institute of Architects. He is managing principal of Swanke Hayden Connell Architects, New York.

The National Home Fashions League's 1987 Design Fellowship was awarded to **Debbie A. Allen,** an interior design student at Stephen F. Austin State University.


Newman

Paul W. Newman (shown) was appointed vice president sales/eastern region, Lehigh-Leopold. The wood office furniture manufacturer also named **Tony Breslin Jr.** (shown) vice president sales/western region.

Russell Dixon and **Mary Jane Williamson** have advanced to associates at Gunnar Birkerts and Associates Inc., Architects. The firm has expanded to a second office at Suite 500, 24 Frank Lloyd Dr., Ann Arbor, Mich.


Breslin

Stone Marraccini Patterson has the following new associates: **Robert S. Barringer,** AIA; **Larry J. Bongort,** AIA; **Patrick M. Finn; Leslie Anne Fox; Robert E. Kambak,** RA; and **Paul Marti Jr.,** AIA.

Vincent A. Murdico has joined Rodeo Carpet Mills as president.

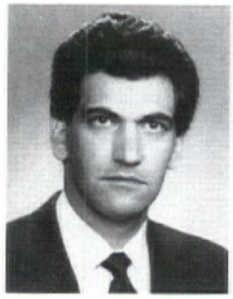
PEOPLE NEWS


Douglas

Murray Bartlett Douglas (shown), senior vice president, Brunschwig & Fils, has been elected president of The Decorators Club.

Laura E. Diffenderffer became contract manager, The Wool Bureau. She will be based in the carpet division showroom in Atlanta.

David R. Decker (shown) was promoted to group vice president, laminated products group, Sterling Engineered Products Inc.


Decker

Steelcase Inc. has created five new vice president positions. **Lawrence F. Leete** (shown) was promoted to vice president of national accounts. Named vice president and general manager of newly defined sales areas are: **Dave H. Donnelly,** western sales area; **Gerald A. Donnelly,** central; **Ted Mathews,** southern; and **Thomas G. Cleland,** eastern.

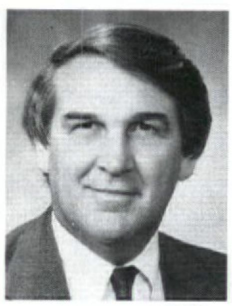

Leete

Kirsch has realigned its sales management department and created an additional sales division. **Glenn Hansberry** has been appointed sales manager of the new central division, based at the firm's Chicago regional sales office and distribution center. **Pat Wodrich** has replaced him as regional sales manager in Cincinnati.

Birch Coffey has become president of Fox & Fowle Interiors in New York.

Pam Yarger and **Anne Borland** were named project designers at Godwin & Associates, an Atlanta-based interior architecture and graphics design firm.

Thomas J. Hennessy has been appointed marketing manager for Bali horizontal blinds at Carey-McFall Corp.


Schilling

Lee H. Schilling (shown) was promoted to vice president, marketing and sales, Collins & Aikman's floorcoverings division.

G. Michael Hubbard (shown) has become vice president of operations and administration at Gregson Furniture Inds. Also, **Tripp Gregson** has joined the firm as information specialist in charge of company publications and advertising.


Hubbard

David S. Soleau, AIA, and **Denis V. Boucher** have become vice presidents at Earl R. Flansburgh + Associates Inc., a Boston multidisciplinary design firm.



Kiesling-Hess can keep you from getting burned.

We can apply flame retardant treatments to your fabric that meet the most stringent regulations.

But, that's not all we can do for fabric. We're the nation's most trusted resource for stain-resistant finishing . . . using either Scotchgard* or Teflon® And, our paper, knit and acrylic backings give you extra versatility in the utilization of wall covering or upholstery fabrics.

We do it all—and fast.

KIESLING-HESS

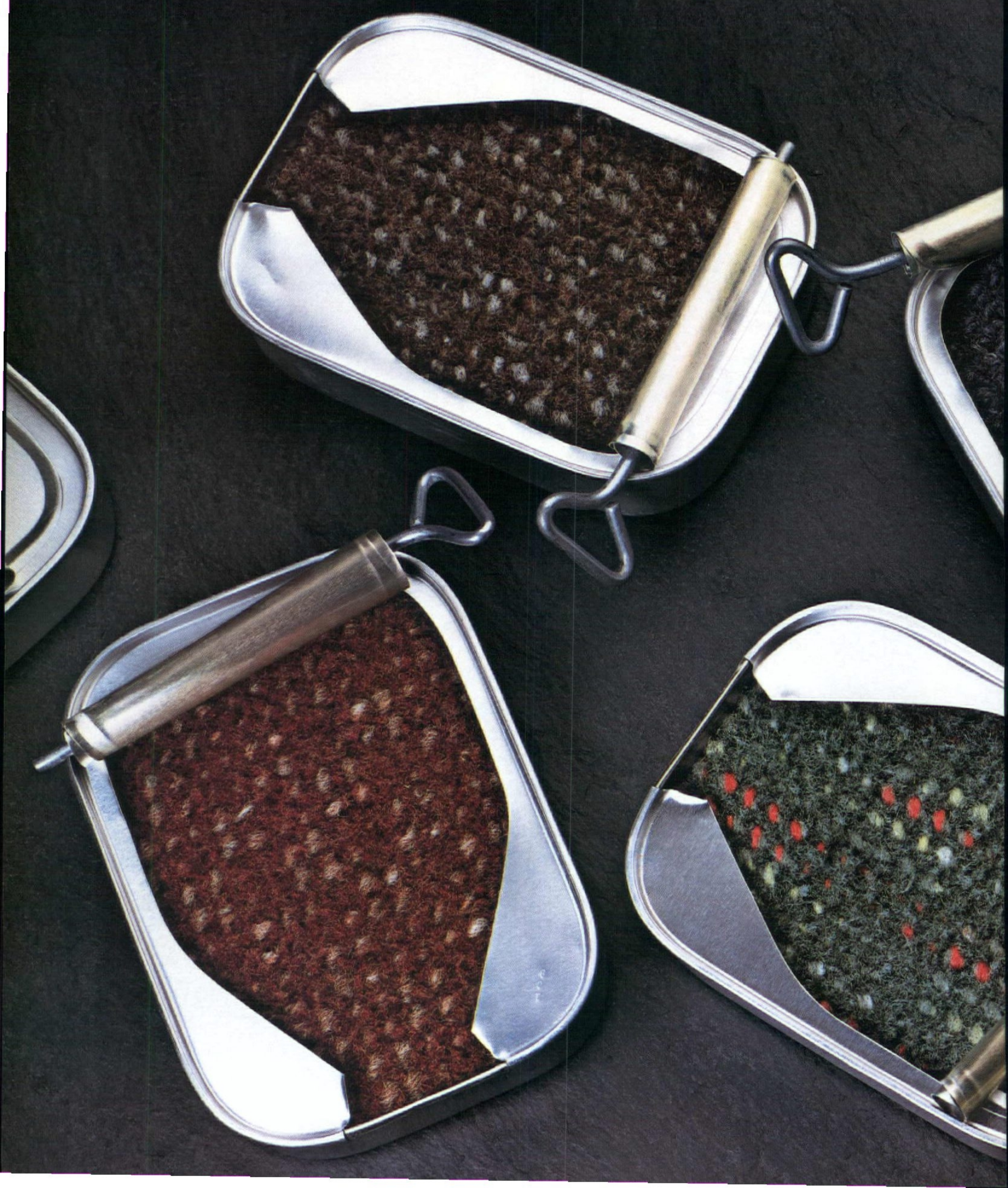
Finishing of Decorative Fabrics

525 West 24th St., New York 10011 • 300 West Bristol St., Phila., PA 19140 • 8690 Hayden Place, Culver City, CA 90232

*a 3-M product ® Du Pont Trademark

Circle 65 on reader service card

Introducing the densest carpet



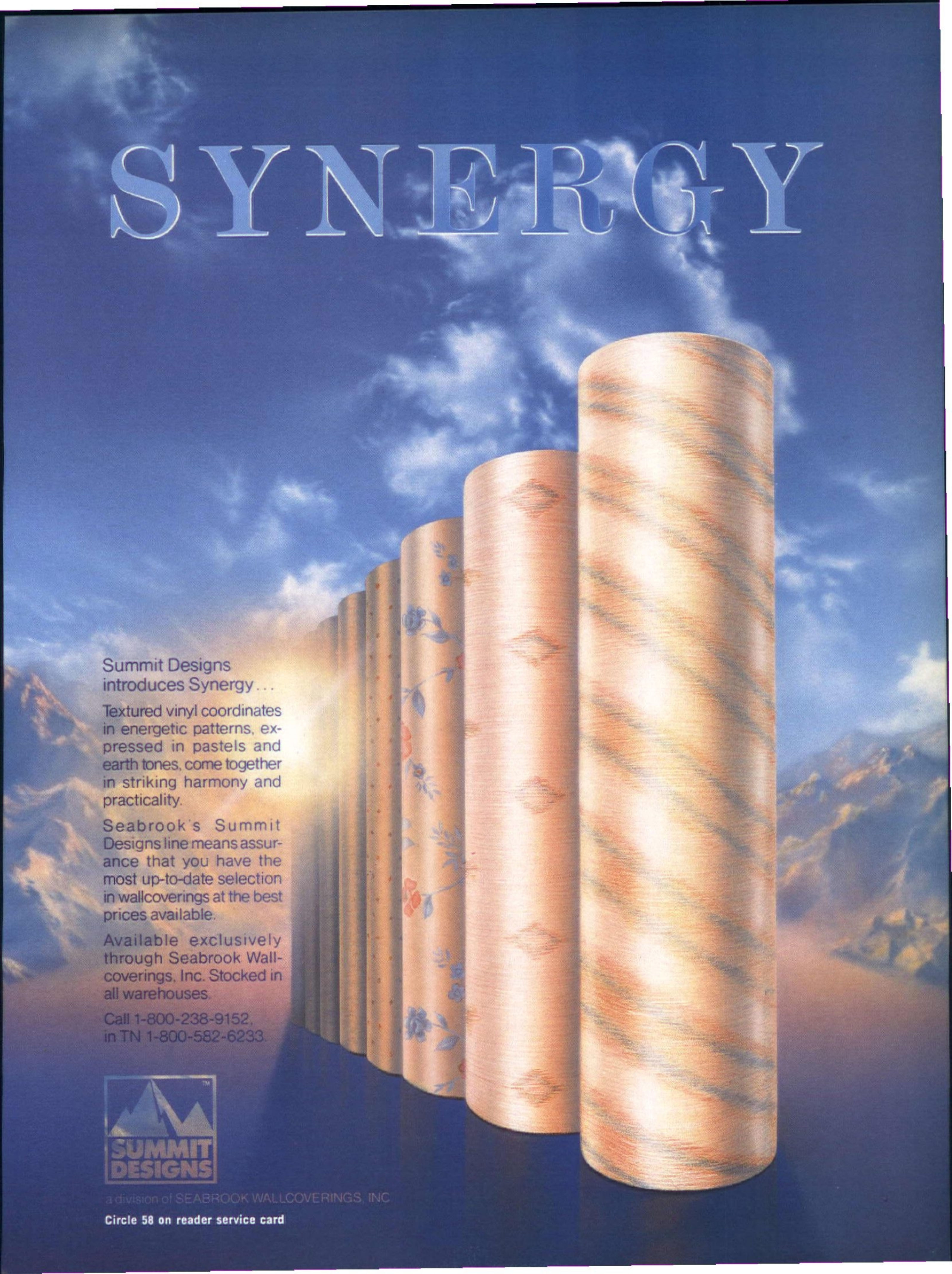

Karastan has ever woven.
Karastan has woven over 119,000 tufts of yarn into each square yard of this extraordinarily dense new High Spec Series. The yarns used, DuPont ANTRON® and ANTRON® XL nylon, add static-control and soil-resistance to these outstandingly durable styles.
The rich, understated, coordinated colorings and tailored small scale designs work alone or with each other.
To put it more succinctly, never before has so much style been packed into so little space.
Karastan Rug Mills, a Division of Fieldcrest Cannon, Inc.
Karastan®

1987

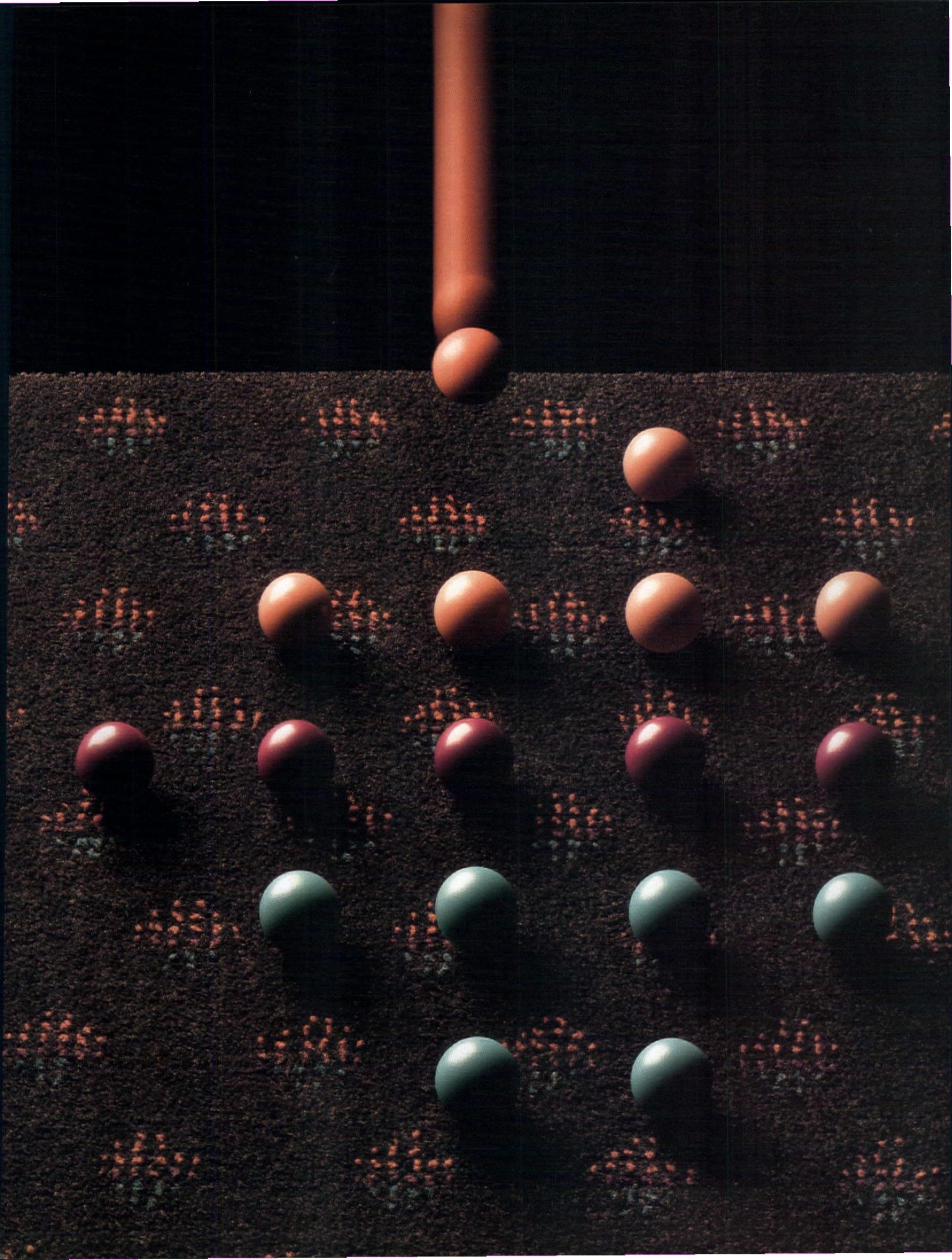
October 10-13. Color Marketing Group Fall Conference. Adam's Mark Hotel, St. Louis, Mo.
October 15-23. Southern Furniture Market. High Point, N. C.
October 17-19. AIA Committee on Design, open meeting and national design conference. Natchez, Miss.
October 17-21. AIA symposium on healthcare facilities. Cleveland, Ohio and Ann Arbor, Mich.
October 20-24. National Office Products Association (NOPA) convention. McCormick Place, Chicago.
October 23-24. AIA Interiors Committee, open meeting, historic rehabilitation projects. Omni International Hotel, St. Louis, Mo.
October 25-28. NECA National Electrical Contractors Assoc. annual convention. San Francisco.
October 26-29. "Ergonomics in Use," Users Group 38th Symposium. Holiday Inn Mart Plaza, Chicago.
October 28-30. CONEXION '87. Fall market of the Atlanta Merchandise Mart, Atlanta.
October 31. Metro NY ASID Chapter "Fire Safe Design" seminar. Cooper Union School of Engineering, New York, N.Y.
November 1-4. International Facilities Management Association (IFMA) annual conference and exposition. Dallas, Tex.
November 2-3. Lighting Energy Solutions Conference. Boston Park Plaza Hotel, Mass.
November 4-5. Capital Design Week. Washington Design Center, Washington, D.C.
November 4-6. Night Club & Bar Expo International, Atlantic City Convention Center, Atlantic City, N.J.
November 4-6. AIA conference on the roles of corporate and practicing architects. New Orleans, La.
November 5-8. CRI Annual Meeting & CEO Conference. Ritz-Carlton Hotel, Naples, Fla.
November 11-12. Philadelphia Design Assembly '87. The Marketplace Design Center, Philadelphia, Penn.
November 8-11. International Hotel/Motel Restaurant Show. Jacob K. Javits Convention Center, New York, N.Y.
November 14-16. Design Los Angeles '87. Design Center of Los Angeles, Los Angeles.
November 16-20. National Bath, Bed and Linen Show, New York City.
November 18-20. The Buildings Show. Philadelphia Civic Center, Philadelphia, Penn.
November 20-22. Deco/Expo '87: National Decorative Products Annual Show. McCormick Place, Chicago.

Foreign

October 13-22. International Textile Machinery Exhibition. Versailles Expo Center, Paris, France.
October 16-19. German Designer's Saturday. Dusseldorf, West Germany.
October 27-29. Interstoff–Fiber & Yarn Workshop. Frankfurt, Germany.
November 18-22. International Furniture Fair Tokyo. Tokyo International Fair Grounds, Japan.
November 19-21. IIDEX. Metro Toronto Convention Centre, Toronto, Canada.
November 21-25. TECNHOTEL '87, international exhibition of the hospitality industry. Genoa, Italy.


SYNERGY
Summit Designs introduces Synergy . . .
Textured vinyl coordinates in energetic patterns, expressed in pastels and earth tones, come together in striking harmony and practicality.
Seabrook's Summit Designs line means assurance that you have the most up-to-date selection in wallcoverings at the best prices available.
Available exclusively through Seabrook Wallcoverings, Inc. Stocked in all warehouses.
Call 1-800-238-9152, in TN 1-800-582-6233.
SUMMIT DESIGNS
a division of SEABROOK WALLCOVERINGS, INC.
Circle 58 on reader service card


SCS A DIVISION OF SHAW INDUSTRIES INC DALTON GA
INTEXTUS
Pattern. Color. Concept. Flow. Imagination.
Elements with which to create an environment.
Introducing Intextus, a revolutionary new floor covering series. Lush cut piles... overtufted with the fine detail of embroidery or embellished with bold graphics. Choose from dozens of dramatic arrangements, or compose your own.
Devise the distinctive foundations you need to build distinctive rooms. Intextus.
Proof positive that Shaw Commercial Systems understands design. 1 800 334 5387
Shaw
COMMERCIAL SYSTEMS
Circle 59 on reader service card





CONTRACT
October 1987

EXECUTIVE BUYER
EDITION
BONUS CIRCULATION:
5,000 LODGING OWNERS/OPERATORS

LUXURY MARKET FOR HOTEL DESIGN

In this month's issue, readers will find a full complement of articles dealing with hotel design, our annual October theme. Information on trends identified by a CONTRACT reader poll of 46 hospitality interior design specialists is included in the Market Trends column appearing on p. 70. Common denominators of hotel design, reports the survey, include more luxury facilities and upgraded furniture and finishes, all of which cater to VIP travellers. Readers will find out about the increasing specialization of this design category, which reflects an upswing in niche markets for discriminating guests. Supporting this finding are three projects appearing on the following pages: the Wyndham Garden Hotel, both a country inn and business hotel serving a dual market; Sheraton Tysons Corner, a luxury property on an historic site; and renovation of six luxury suites for the Westin St. Francis Tower. Also included in our coverage this month are results of CONTRACT's 12th annual Who's Who In Contract Design poll, this time centering on the Midwest. A directory to wallcoverings and product section on hospitality furnishings round out the issue's offerings.—**The Editors**

The Wyndham Garden Hotel's Club Lounge (opp. page) uses glass walls and a vaulted ceiling to both define the small space and keep it open at the same time.



Photography by Gabriel Benzur

COUNTRY INN CATERS TO CORPORATE CLIENTELE

Dual-purpose rooms make most of limited space

Adjacent to the small village of Vinings, Ga. and tucked into the base of Vinings Mountain sits the Wyndham Garden Hotel, just several hundred feet below the highly developed Overlook office park. The facility's original name—the Vinings Overlook Inn—describes the dual market the hotel was designed to serve: commercial during the week from Overlook park and social on weekends from Vinings and its surrounding residential areas.

According to Bettie Carey, project designer, Designers II, interior designers and building consultants for the Wyndham Garden Hotel, this unincorporated, historic village (site of some important Confederate battles) contributed to the "small-town inn" feeling that characterizes the 160-room establishment.

In fact, the ambling horsehoe layout (four stories high at its apex), white clapboard siding, green shutters, railed porches, and gabled roofs were inspired by local village architecture, especially that of the Old Vinings Inn, familiar to locals.

Yet the Trammel Crow Company, Dallas-based owner and developer of the hotel and of the Overlook towers, made it clear from the start that the Wyndham hotel was a businessperson's property first. Specifically, says Carey, "They wanted a masculine look. As they expressed it, 'We don't want the place to look like a ladies garden club!'"

To offset the hotel's quaint, homey look, Designers II chose hardwood floors for most of the public space, traditional detailing, antique pieces, and wood furniture. "We constantly walked a fine line between designing a country inn and a business hotel," continues Carey. This fine line was made even more delicate by tight time, space, and budget constraints. The 92,000-sq.-ft. space went from first drawings to opening ceremonies in under a year, while Industrial Revenue Bonds used to finance the project enforced a $10 million cap on total budget.

"Since we didn't have much space to play around with," says Carey, "every room had to have a dual function." The best example of this is the lobby area, which serves as entrance, registration and meeting area, as well as cocktail lounge.

Here glass is used to define specialized areas and still keep the small dimensions open. The effect is that an arriving guest does not take in the whole lobby at once, but rather, says Janet Garner, president, Designers II, "The space unfolds before his very eyes." This gentle approach to design is accented by soft lighting that is natural during the day and consists of light coves molded at crowns at night.

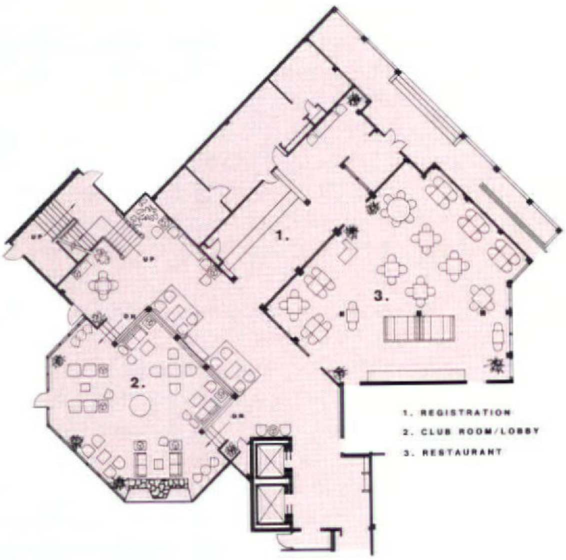
A green and white tile buffet area was added to the restaurant in order to make this one room suitable for both fine evening dining and more casual daily fare.

Since variations on guestroom and suite decor were not possible, all were traditionally furnished with bordered wallcoverings, comfortable seating, walnut case pieces, and a rose, burgundy, and teal (vibrantly adapted from the green shutters outside) color palette that coordinates with public spaces.

One late addition to the project was a long and rectangular wood-trim, glass aviary for finches in a recessed part of the lobby. "This was a last minute surprise for us," muses Carey, "but the finches sound like songbirds and the guests seem to like them!"—*E.O.*



Project Notes
Wyndham Garden Hotel, Vinings, Ga.
Interior Design: Designers II, Atlanta
Completion Date: June, 1986 (12 months)
Square footage: 2,000 sq. ft.
Average cost per guest room: $3,700





Lobby area serves as entrance, registration and meeting area, as well as cocktail lounge (top). Dual-purpose dining room accommodates casual lunches and evening dining (above). Suites (opp.) are traditional.

Sources

Sofas, club chairs, arm chairs—Kay Lynn, Drexel, Jeffco Montgomery Chair Co., Hammary. **Tables**—Keller Williams, Drexel. **Casegoods**—Drexel, Century. **Lamps**—Mark Thomas, Tyndale, Wildwood. **Antique chest**—Turnage Place. **Antique rug**—Azizollahoff. **Carpeting**—Bigelow, Couristan, Charleston. **Drapery fabric**—Covington, Willowtex, Boussac, Fabriyaz. **Wallcovering**—Seabrook, Zumpano. **Upholstery**—Kravet, Papiers Textiles, Glant, Coral. **Accessories**—Haeger, Wing On, Ceramonte. **Art**—International Arts.

Interior Design—Designers II: Bettie B. Carey, project designer; Janet R. Garner, president. **Architecture**—Niles Bolton Associates. **Landscape Architecture**—BVP.



Photography by Mary E. Nichols

BUSINESS TRAVELER FINDS IT ALL AT SHERATON TYSONS CORNER

Hirsch/Bedner blends traditional with American and English Regency influences

It is the former estate of Lord Fairfax, one of George Washington's closest friends, that is evocative of the rolling Virginia countryside where so much of America's history resides. Tysons Corner is both an historic place and the name of one of Sheraton Corporation's newest hotels, Sheraton Tysons Corner. History and today's business aristocracy were the guiding design considerations spelled out by Dan Ross, principal of Altech, who with his two sons has overseen installation of several important Sheraton hotels. He selected Virginia-based LBC&W as architect and Hirsch/Bedner & Assoc., Santa Monica, Calif., to design a hotel and conference center for the historical site only 20 minutes from Washington, D.C., and Dulles International Airport.

"Make it combine today's sophisticated luxury with the romance of America's early history," he directed. As interpreted by senior partner Howard Hirsch, project director/designer Terry Henriksen, and decorator Jane Eschen, Hirsch/Bedner created a regal atmosphere worthy of the influential business and politics centered in the nation's capital. Sheraton Tysons Corner has handsomely appointed conference and meeting suites; a state-of-the-art auditorium, a sumptuous grand ballroom, and 455 guest rooms.

Details in marble and stone

Among the design details are Bottacino marble flooring, extensive use of stone columns recalling Mount Vernon and other colonial aristocratic homes; area rugs in steel blue, taupe, and rose; and angular, stepped cornices that define the foyer. Porcelain urns, granite tables, Regency-styled stuffed sofas and chairs in plush cut or heathered wool, and Jardinieres are other touches that distinguish the hotel design.

Baron's, the hotel's specialty restaurant, continues the aristocratic Fairfax theme. It is designed in a demi-octagonal shape. Exterior walls are created by 20-ft.-high glass panels curtained by cream Roman shades. Opposite is a series of etched-glass panels to separate the fine dining area from the main hotel lobby.

Throughout are Rococo silk tapestries, handcarved walnut accent tables with lion claw bases, crystal sconces, contemporary-styled Regency chairs, and American artwork—etchings—by Stephen Sorman and Mary Ellen Long. For major conventions and private occasions, the magnificent Lord Fairfax Grand Ballroom is located on the entry level. It has specially commissioned 18-ft.-high murals by Richard Parks.

On this level, too, are five meeting rooms and a breakfast area separated by vaulted ceilings 29-ft. high; boardrooms and conference rooms dominate the first floor. A conference theater is equipped with audio/visual capabilities. It holds up to 80 people. On the mezzanine level are six more meeting areas, including the circular boardroom.

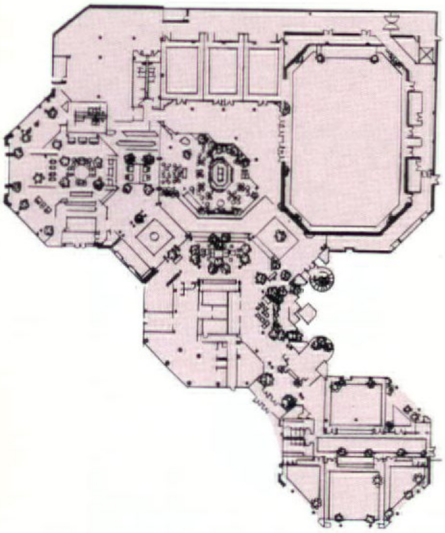
Both inside and outside, panoramas of the famous rolling Virginia countryside can be seen from the glass mirror tower of the hotel, which holds most of the hotel's 455 guestrooms.

Meeting facilities of the Sheraton Tysons Corner, Tysons Corner, Va., include conference area (top) and 500-seat dining facility (opp. page), which are evocative of local history.



Project Notes

Sheraton Tysons Corner, Tysons Corner, Va.
Interior Design: Hirsch/Bedner & Assoc., Santa Monica, Ca.
Building Architect: LBC & W, Falls Church, Va.
Guest rooms: 455
Meeting rooms: 25
Ballroom: 1,000 seats
Meeting space: 10,800 sq. ft.

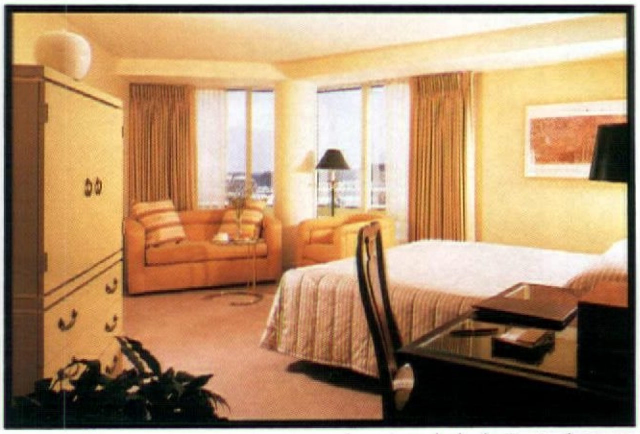




"This is a Sheraton hotel with a totally different look and function."—Henriksen.







Lobby appointments (top) are elegant and plush. Typical rooms (center and above) are a blend of traditional and transitional to provide an inviting appearance. Concierge desk in lobby stands in front of a panorama of stately architectural elements (opp. page).

SHERATON TYSONS CORNER

Furnishings reflect elegance

Armoires contain television sets with bedside remote control panels in guestrooms. Bathrooms also have swing-out televisions. There is ample work space provided by desks and gate-legged vanities in all rooms. All suites contain dry bars and meeting space for up to 10 people, should informal meetings be desired.

A total of 25 meeting rooms and a ballroom encompassing 10,800 sq. ft. of meeting space are key parts of the conference facilities. One thousand guests can be accommodated very comfortably.

"This is a Sheraton Hotel with a totally different look and function," says Henriksen. "It is elegant to start with. Furthermore it is transitional and does everything we started out to do. Sheraton is so pleased with it that it is considering making Tysons Corner a Flagship Hotel."—*L.C.*

SOURCES

Seating—Stewart Collection, Traditional Imports, Brickel McQuire, LA Furniture, William Switzer, Cartwright, Shelby Williams, Salem House/Chaircraft, Landsmark, Dickson of Ipswich, Tropitone. **Desks**—Salem House/Chaircraft, Trouvailles. **Tables**—MTG, Brickel, McQuire, Matteo di Palermo, Stendig, Appleton, Tropitone. **Carpeting/Floorcovering**—Tai Ping, Harbinger, Victoria Carpet, Mohasco. **Wallcovering**—London Marquis, Maharam, J. Robert Scott, Valley Forge, J. Josephson. **Fabrics**—Carnegie, Kneedler Fauchere, Brickel, S. Harris, Ametex, Manuel Canovas/Donghia, Unika Vaev, Duralee Fabrics, Coral of Chicago, Hinson & Company, Knoll, Design Tex, Shelby Williams, Clarence House, Cartwright, Schumacher. **Lighting**—Chapman, Lester H. Berry Inc., Hallmark. **Art Work**—Glass Studio One, 18 Street Gallery. **Mirrors**—Traditional Imports. **Millwork**—Glen Rieder Inc.

Interior Design—Hirsch/Bedner & Assoc.: Howard Hirsch, senior partner; Terry Henriksen, project director/designer; Jane Eschen, decorator. **Architect**—LBC & W. **Developer**—Altech.


Concierge



Photography by John Vaughan, Russell MacMasters & Assoc.

A 4-STAR HOTEL GETS 6 STAR SUITES

FORMA's renovation of St. Francis' Tower suites combines beauty & elegance

Providing luxury accommodations for guests of international prominence has always been one of the Westin St. Francis' claims to fame. Since it opened in 1904, this San Francisco institution has welcomed royalty, politicians, military dignitaries, theatrical and movie stars, as well as business and pleasure travellers from all over the world. Maintaining a level of style and prestige over the years has required numerous changes and updates to the hotel's original structure and interior. Just recently, management decided it was time for a facelift and spent $52 million on a three-year renovation program for both the Main Building and Tower addition.

Seattle-based interior design firm F O R M A was hired to do part of the project, which included renovation of 570 guestrooms, six 31st floor specialty suites, and 27 floors of corridors in the Tower. The $9 million, two-phase program was completed in April 1987. According to senior interior designer John Jones, the design challenge was to create a stronger, more compatible relationship between the contemporary Tower (built in 1972) and original Main Building (built in 1904), thus giving the hotel a much needed cohesive look to meet the expectations of the St. Francis' discriminating guests as well as San Francisco residents.

Though the bulk of the project is comprised of guestrooms, the most interesting part is the six specialty suites on the 31st floor. At a going rate of $250-$1,500 per night, the suites offer dramatically different views of the city and were designed by F O R M A to be gracious, luxurious residential spaces. "The existing suites were very ordinary, lacking in decorative flair," says Jones. "Our challenge was to create luxurious residential suites, yet make them serviceable for hospitality functions."

A classic, yet contemporary design, was created to combine modern technology with beautiful fabrics and finishes, architectural detail, and an eclectic furnishings selection. Applied/painted moldings, dropped valances, and wood bases which reflect the quality and "old-world" ambiance of the Main Building were used. Bay windows and generous ceiling heights incorporated by Tower architect William Pereira were utilized by F O R M A as design opportunities to add character and individuality to the suites. Warm colorations, rich pattern mixes, and luxurious textures were also installed to create a sense of sophistication and refinement.

While a different design theme was chosen for each suite, all have a touch of Asian influence that relates to San Francisco. In Windsor, the largest and most impressive suite (approx. 1,870-sq.-ft.) that was home to Queen Elizabeth and Prince Philip during their visit to the city in 1983 (before the renovation), the theme is decidely English—furnished with Chippendale, Queen Anne, Regency, and Georgian style pieces. Yet, the suite is accessorized with several Oriental decorative screens, pottery, and art which reflect an Asian influence.

F O R M A relocated Windsor's entry to bring it more toward the center of the space. "Originally, the entire length of window wall in the main sitting room was drapery," explains Jones. "We

A view of the Transamerica tower is seen from the dining area of the Union Square suite (above). The dining table and buffet are from William Switzer; the chairs are Jack Lenor Larsen.







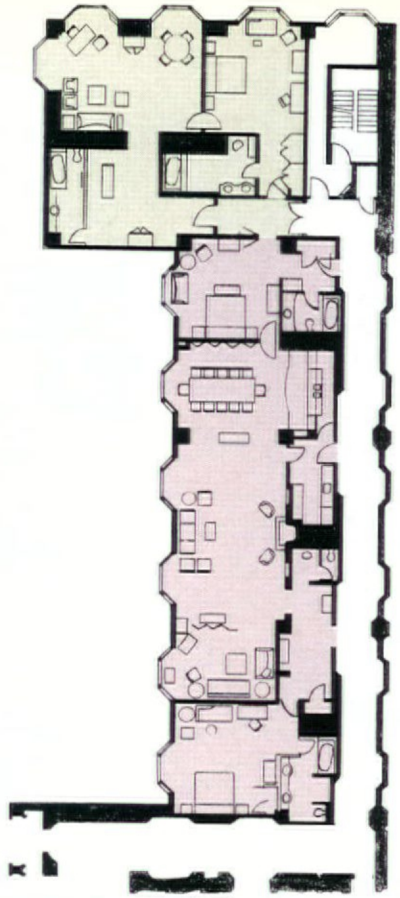
broke that up and added wooden panels in-between windows to give the space more of a residential feeling and establish the architectural character of the room." According to Jones, the color scheme was kept soft to let the richness of the furniture come through. "Also, the quality of light is very romantic, which helps distinguish the wood," he says.

In the estimated 1,225-sq.-ft. Golden Gate suite, colors and materials were used to convey a contemporary feeling. The design team employed what Jones describes as "grayze" colors,

In the Windsor suite (this page), dark furnishings were used to contrast with off-white walls, carpeting, and drapes. Oriental accessories (right) provide an Asian influence to the "English" theme by F O R M A.

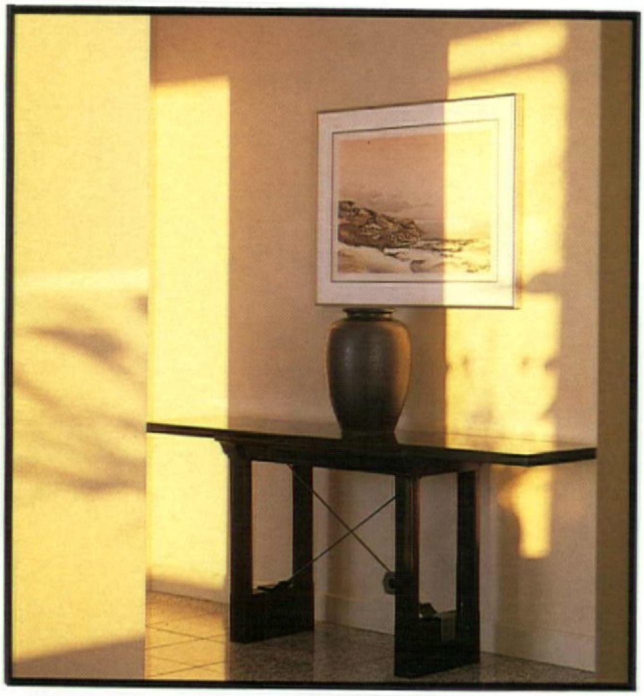
Project Notes
Westin St. Francis Tower Renovation, San Francisco
Interior design: F O R M A, Seattle, Wash.
Completion date: Phase I, September 1986; Phase II, April 1987
Total sq. ft.: Approximately 230,000.
Cost per sq. ft.: Estimated at $39 (includes construction, freight, installation, furnishings, fees, tax)





WESTIN ST. FRANCIS

Lighting accommodates view



Floorplans (above) show layout of Windsor and Golden Gate suites. A contemporary feeling was achieved in the Golden Gate (above & opp. page) with lacquer furnishings, hardwood floors, and an upbeat color scheme. Lighting is used for dramatic impact.

including periwinkle blue; along with natural fibers and black lacquered surfaces as an accent. A hardwood floor installed by F O R M A adds to the suite's contemporary look and gives it a unique character. An armoire in the sitting area is from the Empire period, used to tie into the antique look from the Main Building and to add to the eclectic design element.

According to Jones, the draperies in Golden Gate are seldom drawn because of the view. That, in turn, meant that F O R M A had to be careful with the lighting so that it wouldn't block the view or provide glare. "In this suite we used lighting for dramatic impact, rather than accessories," he says. Because the space had a fixed floorplan, the design team redefined the space by using movable screens, fixed plants, and dramatic lighting.

Other suites on the floor are Bay View (which connects to Windsor), Union Square, Pacific, and Shangri-la. Says Jones, "The spaces are designed so that repeat customers would not become bored. They are palatial, but residential in feeling, and durable enough for many different functions."—*S.M.*

SOURCES (Windsor and Golden Gate only)
Chairs—Drexel Heritage, Hickory, Baker, Wm. Switzer, Gordon Int'l, Marge Carson. **Sofas**—R. Jones, Dunbar, Heirloom. **Tables**—Tri-Mark, Century, Baker, Henredon, Weiman. **Fabrics**—Jack Lenor Larsen, Lee Jofa, Jim Thompson, Deschmaker, J. Robert Scott. **Armoire**—Century. **Console**—Baker. **Lamps**—Paul Hansen, Chapman. **Carpet**—Jack Lenor Larsen. **Screen**—custom.

Interior design—F O R M A: John Jones, senior interior designer; Robert Clark, interior designer. **FF&E Purchasing team**—F O R M A: Trish Greenidge, purchasing manager; Cindy White, senior buyer; Janice Slonecker, senior buyer; Terese Mikkola, buyer; Cindy Mennella, senior buyer; and Leslie Wagnon, buyer.







SPECIFYING STONE IN HOTEL INTERIORS

The facts about marble, granite, terrazzo, and ceramic tile

By **ROBERTA KLEIN**

Stone is a timeless material. Its properties are manifold. Today's marketplace offers such a proliferation of stone that varieties of it can be utilized in any job, no matter what budget restrictions or climatic variances exist. Stone runs the gamut from quarried marbles and granite, to recent man-made imitations, and handmade ceramics. Depending on design selection, it provides an ideal solution for finishes, flooring, countertops, decorative effects, and furniture.

With the marked movement away from trend designing, stone, with its inherent qualities of beauty and endurance, has become one of today's most popular material choices for architects and interior designers. Hotel owners frequently request it for its prestige and lustrous elegance. Corporate clients feel that it makes a statement about quality and stability.

Marble tops list

The most frequently specified stone is marble. Geologically, marble is simply metamorphic rock resulting from the recrystallization of limestone. Minor amounts of substances cause color, veinings, clouds, mottlings, and shadings in marble during formation. Pinks, yellows, browns, and reds come from iron oxides; grays, blue-grays, and black from bituminous origin; and greens are a result of micas, chlorite, and silicates. Thus marble, of all the natural materials, contains the greatest depth and sweep of color, the largest variety of veining and patterns.

Members of the Marble Industry of America, (MIA), located in Farmington, Mich., have classified marble into four groups based solely on characteristics tested to best indicate fabrication modes. They are: "A" Sound Marbles and Stones, those possessing uniform and favorable working qualities; "B" Marbles and Stones, similar in character to the preceding group, but with less favorable working qualities; "C" Marbles and Stones, those with some variations in working qualities, such as voids, geological flaws, etc.; and "D" Marbles and Stones, similar to the preceding group, but containing a larger proportion of natural faults (this colorful group is often prized for its decorative qualities).

Typical surface finishes include polished, which is a glossy surface that brings out the full color and character of the marble; honed, a satin smooth finish with little or no gloss; and abrasive, a flat non-reflective surface. Honed, sand-blasted, and abrasive are recommended for exterior use and floors.

Large-scale commercial production of marble can be traced to Imperial Rome during the period of monumental building. Today, Italian stone still dominates the market, particularly in the United States. According to Italian Trade Commissioner Mario Castagna, some $281 million worth of marble, granite, and travertine was imported to the U.S. from Italy alone in 1986. In no way does this diminish the quality of stones from the U.S., or other countries, such as Spain, Portugal, and Brazil. But because of Italy's powerful history in quarrying, and its sustained expertise in stone cutting, finishing, and polishing, even a good portion of stone quarried in other countries is sent there for processing.

Granite, another stone enjoying a renaissance, was used for

Roberta Klein, is a contributing editor based in Miami Beach, Fla.



Photography by Dan Forer

centuries in block form as structural stone. Now, because of cost factors, it is commonly used in 1¼-in. sheets as cladding. However, it is gaining in popularity as an interior material as well. Generally more expensive than marble, granite comes in a variety of qualities from numerous origins. Georgia, Vermont, and North Carolina are prime sources in the U.S.; while overseas, Italy, Spain, Brazil, Argentina, and other countries quarry excellent qualities.

Granite gaining popularity

Much harder than marble, or any stone except quartzite, granite must be evaluated during specification for load bearing and thermal expansion factors. Most polished granites, depending on quality and components, have a tendency to retain a shine indefinitely. In the brown and red color ranges, they equate to "forever" stone, while blacks need close evaluation. Through modern technology, granite can be thermal or flame-finished for non-slippery floor surfaces. And, with quality granite containing minimum porosity, the stone neither fades easily nor substantially erodes from pollution.

The MIA covers all dimensional stone, including marble, limestone, slate, granite, sandstone, and bluestone. It recommends consulting with a member during all phases of planning, design, and construction to identify problems in advance, and to advise for best installation preparation.

Index, The Design Group of Laventhol & Horwath, Houston, chose an Italian marble called Brecha Tavira in combination with Structural Stoneware's Viva Durafloor II and a second marble, Perlino Rosato, for the Marriott Huntsville lobby in Alabama (opp. page). An artistic application of ceramic tile was achieved by Lynn Wilson Associates/ Creative Environs, Miami, in the lobby of the Sonesta Beach Hotel, which is located in Key Biscayne, Fla. (above).

Paul D. Little, business development manager for Turner Construction Company's Florida operation, suggests that after specifying stone, it is best to have the contractor do the procuring. "The delivery is the key element," he says. "Almost always, marble originates out of the country. When you're the contractor and holding the checkbook, it allows you to make delivery dates and control the work."

Jim Gaughan, a superintendent for Turner, says, "Most marbles have been particularly specified by the designer or architect when we do the job. The most difficult part is keeping the color range balanced." Supervisors at Turner open cartons randomly and line them up upon receipt. This allows them to identify the color range and prepare accordingly for installation.

Economical alternatives

An economical alternative to natural stones is terrazzo, described by the National Terrazzo and Mosaic Association, Des Plains, Ill., as the "versatile advantage with the beauty of marble, the durability of granite, and one-third the cost." Devised in Europe in the 15th Century, it is created through a method of pouring marble pieces into clay. In later years, marble dust was added to the materials, and subsequently different stripping methods were created. In recent years, with the advent of epoxies, polyesters, latex, and acrylics, another concept called "rustic terrazzo" was developed, and serves as an outstanding



Photography by Astra

Gina Ward Associates, St. Louis, chose Fiandre tile to define spaces at the Sheraton Maitland Hotel, near Orlando, Fla. Cavernous public spaces are transformed into smaller spaces by using tile as the principal design element of this hotel installation.

Umbrella organizations provide information

surface for unlimited outdoor use.

Different from natural stone, but nonetheless an extremely desirable material, is ceramic tile. Actually a generic word, ceramic tile is a mixture of clays which have been shaped and fired at high temperature.

Most Italian tiles are glazed, with the two most common manufacturing methods being dust-pressing and extrusion (referring to the shaping procedure). The majority of Italian tiles are dust-pressed, involving pressing the desired shape with great force, then drying the pieces to remove moisture, passing through a kiln for firing, and finally glazing. This is a double-firing technique. A new single-firing method, called "monocottura," results in a tile of higher mechanical resistance and greater body-glaze adhesion, but still has decorative limitations. For most quarry tiles, clinker, and terracotta, the extrusion process—consisting of forcing the raw materials through a die, then cutting the column into uniform sizes and firing—is applied.

The American National Standards Institute (ANSI) classifies tiles in three main groups. Based on their surface finish, they are glazed, unglazed, and special purpose tiles. In Europe, eight groups, based on production methods and degree of water absorption, comprise the classification established by the Committee of European Norms (CEN).

Glazed tiles, previously suitable only for wall use, have been recently developed for floor use, due to current improved technology. With this advance, an unlimited choice of colors and patterns are now available.

Despite the age old tradition of the ceramic tile industry, manufacturers constantly strive to improve their product. A prime example is Monoceram's trailblazing new product, "Match." Boasting 17 times the durability of other hard ceramic tiles, and extremely low maintenance, it has the lowest life cycle of any permanent floorcovering, including natural materials. Another new product, Fiandre's Ceramic Granite, combines the textured appearance of natural slate with the durability and ease of maintenance of ceramic tile.

Careful evaluation necessary

In specifying tile, the designer or architect must go beyond the load bearing capacity. Because of the limitless variations of tile in today's marketplace, both domestic and imported, it is essential for specifiers to become familiar with the rating system used to evaluate the tile's physical and technical properties. It is these properties that dictate endurance and maintenance for specific locations.

Tiles are evaluated against standards set by ANSI, and tested in accordance with methods set by the American Society for Testing Material (ASTM). Because the ANSI standards establish the minimum performance level a tile must meet for compliance, it is wise for specifiers to request a copy of the tile's scores on each test performed by an independent laboratory.



Photography by Martin Fine

Because of the variety of tiles available, both domestic and imported, tiles are ideal for commercial installations for both new structures and rehabs. However, each individual situation has specialized requirements. An in-depth analysis by the specifier will lead to a limited choice of methods and types of materials. But with the myriad of shapes, colors, and textures of tiles and grouts available, an ideal solution can be achieved.

Two umbrella organizations, the Tile Council of America, which licenses the manufacture of products invented by its Research Center at Princeton, N.J.; and the Italian Tile Center, located in New York City, serve as excellent information sources for the industry.

It's no wonder that natural stones and ceramic tiles have sustained popularity for hotels and other public spaces for generations. They range from opulent to downright rustic. They provide the beauty, quality, and endurance so necessary for a major structure. That's why today, as in the past, they are so often specified for commercial use.

However, with the unlimited variety of these materials offered in today's marketplace, it is vital that the specifier select cautiously. Umbrella organizations offer guidelines as to product quality, use, restrictions, installations, and maintenance to simplify the choices for specifiers. With a little research and good judgment, the perfect stone can be identified for any job. □

For the Deerfield Hilton (above), Miami-based L.E. Seitz & Assoc. selected marble as the common denominator of the public spaces. Marble is revealed in laminated strips (right) in the DCOTA, Dania, Fla. designed by Joyce Snoweiss Design Group, Miami.



Photography by Dan Forer

American of Martinsville



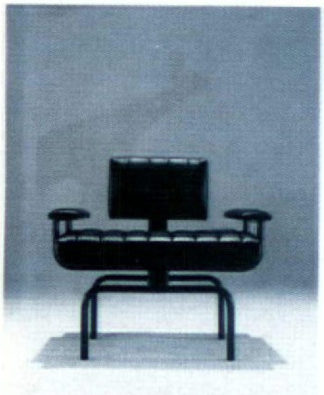
Kimball



HOSPITALITY FURNISHINGS STRESS DURABILITY

Complete lines with laminate finishes, wood solids, or veneers create harmony in guestrooms

Brueton





Gilbert

American of Martinsville—A mini-reed design forms a diamond pattern on the curved ends of the desks, uniplex, dresser, and TV armoire in the Palm Isle collection. Doors and headboards feature matched ash veneer, oak solids, and tops surfaced with matching high-pressure laminate.
Circle No. 254.

Kimball Hospitality Furniture—Pendleton series uses dark mahogany veneers and wood solids with a lacquered mahogany finish. Intricate cross-banding accents drawer fronts, door fronts, and tops.
Circle No. 280.

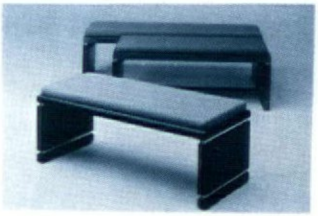
Brueton Inds.—Concord lounge seating and low tables can be ordered in various lengths or widths to suit individual applications.
Circle No. 261.

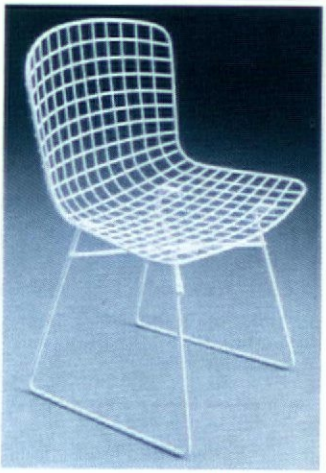
Gilbert International—Designed in 1923 by Gottlieb Straessle, Club is a small-scale lounge group. **Circle No. 275.**

Mueller Furniture Corp.—2400 Traditional series and 2500 Classic series benches come in 48- and 60-in. lengths. Panel-end bases are anigre hardwood veneer accented by reveal strips in seven color choices. **Circle No. 289.**

EMU/Contract—For indoor or outdoor use, the Smart Chair is available in white and chrome.
Circle No. 245.

Mueller





EMU/Contract

Scandiline



American Seating





R-Way

CorryHiebert



Scandiline—A wide selection of fabrics and leathers is available for the Melissa sofa and chair. **Circle No. 246.**

American Seating—Circle Seating is a complete solution for lounge seating arrangements. Concealed connecting devices allow chair and bench units to be connected to each other or to tables, at any point on the radius of the circle. **Circle No. 291.**

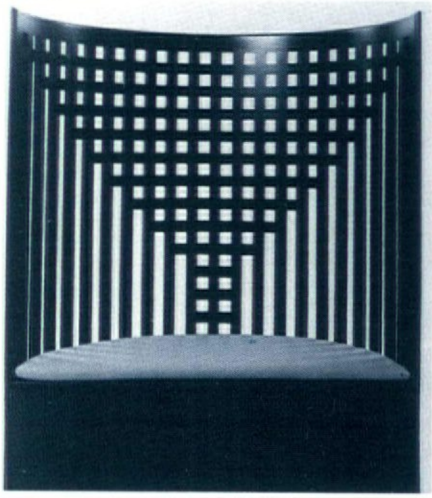
R-Way—Contemporary Hickory Hill guest room furniture grouping features high-pressure laminate surfaces to resist spills. Drawer units are complemented by a large mirror, headboards, wall-hung and free-standing night stands, a writing desk, party table, and chairs. **Circle No. 242.**

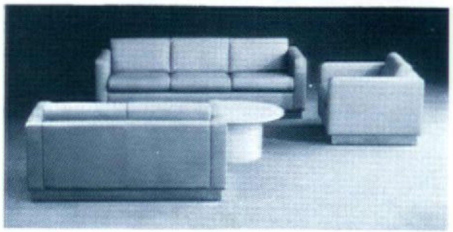
CorryHiebert—Designed by John J. Rizzi, the Rizzi collection features tables and lounge seating with a simple, classic design. **Circle No. 272.**

Palazzetti—Originally produced for the Willow tea rooms in 1904, the Willow Chair consists of a half moon of wood lattice surrounding a seat of the same shape. Made of ashwood and stained ebony, the chair is available with 10 fabric colors for cushions. **Circle No. 256.**

Reff Inc.—With clean, uncluttered lines, the Tuxedo arm chair comes in single, double, and triple units. Its metal base is available in all the firm's standard finishes and paints. **Circle No. 241.**

Palazzetti





Reff



Gordon

J & J Inds.



Durkan



Armstrong



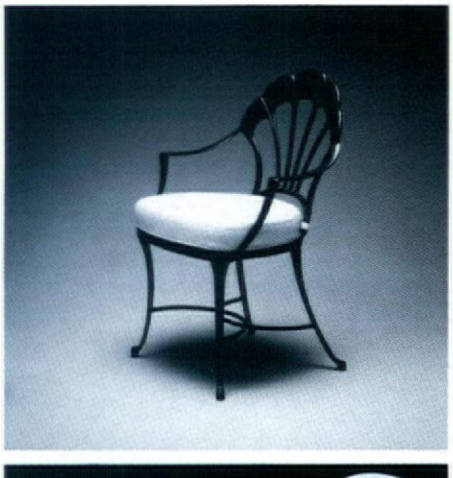
Schumacher



HOSPITALITY FURNISHINGS

Plush seating recreates comforts of home

Brown Jordan





PCI Tandem

Gordon International—Riccardo lounge chair has a beech frame with a choice of a walnut or natural finish, or black or gray lacquer. The open-arm chair is upholstered.
Circle No. 243.

J & J Inds.—Carpet collection has coordinating solids and corridor-width capabilities. Made of 100 percent Commercialon soil-hiding nylon, the collection includes tropical fern, Victorian floral, oriental lattice, and Art Nouveau designs.
Circle No. 285.

Durkan Patterned Carpet—Cachet carpet base offers a woven, textured look that enables designers to create Axminster effects. **Circle No. 278.**

Armstrong World Inds.—Spaceline (top) and Styleline have joined the Artline collection of custom color carpets. **Circle No. 250.**

F. Schumacher & Co.—Chevron Repp woven fabric from the Frank Lloyd Wright collection decorates Le Patio Restaurant in New York's Parker Meridian hotel. **Circle No. 249.**

Brown Jordan—Plummage back distinguishes Arabesque dining chairs. Both side and arm versions have either tight seats or reversible loose cushions. **Circle No. 284.**

PCI Tandem—Side armchair in the 1100 series has half-panel insert and sled-base frame. Standard hardwood species are white oak, walnut and mahogany. **Circle No. 292.**

Interna Designs



Bassett



Continental Creative Sales



Coral of Chicago





Brickel

Interna Designs—The Remi chair makes structural use of a striking, curved diagonal at the sides. Made of beech, finished in matte lacquer, the chair is available upholstered in leather, fabric, or COM.
Circle No. 277.

Bassett Contract—Design appeal of turned pilasters with brass accent caps is enhanced with washed oak finish over oak solids and veneers. All case top surfaces are custom-matched, high-pressure laminate.
Circle No. 279.

Brickel Associates—Pissarro tapestry cloth is evocative of the works of the French Impressionist painter Camille Pissarro. Made of cotton and rayon, wool and nylon, Pissarro has a luxurious feel and multi-dimensionality.
Circle No. 283.

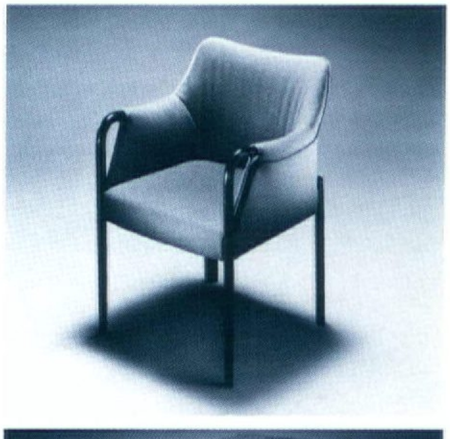
Continental Creative Sales—Art Deco-style Cathy bar stool is available in three finishes: black, mahogany, and natural.
Circle No. 271.

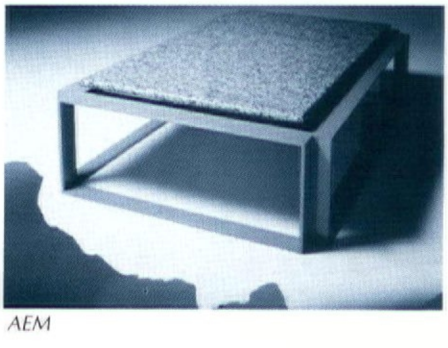
Coral of Chicago—Made of 100 percent cotton warp sateen, Peacock (top) and Parquet prints feature DuPont Teflon soil and stain repellent.
Circle No. 286.

Atelier International—Cane is an executive pull-up chair characterized by a fully upholstered body and cane-like wood arms. Available in a range of finishes, the chair's frame and legs are solid beechwood.
Circle No. 281.

AEM—The 2010 series cocktail table is constructed of Imron finished aluminum. The tables have assorted granite or glass tops. **Circle No. 267.**

Atelier





AEM

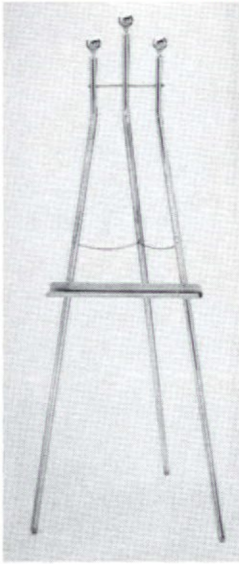


IPF

Charlotte



Lawrence



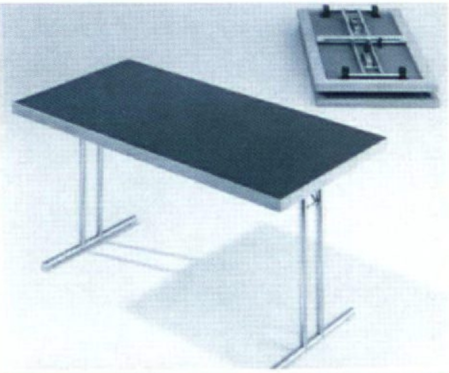
Magnuson Group

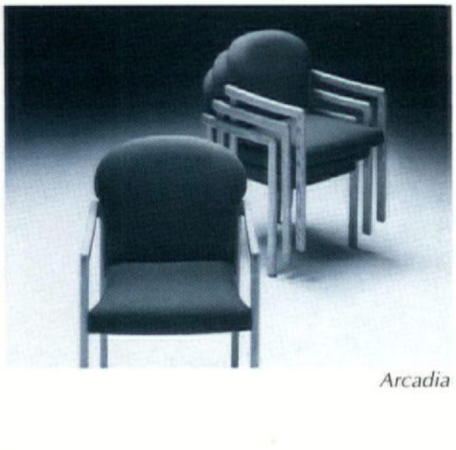


HOSPITALITY FURNISHINGS

Lightly scaled alternatives give new options

Fixtures Furniture





Arcadia

IPF International—A rose garland draping at the apron distinguishes the Louis XVI console. Hand-carved of limewood, the console has a pierced carved stretcher and a natural onyx top.
Circle No. 244.

Charlotte Co.—Framed in bent laminated white oak, the 101 chair is available in leather, COM, or a range of fabrics.
Circle No. 265.

Lawrence Metal Products—Elegant and sturdy easel features solid brass 1-in. tubing and ball end fittings or polished stainless steel with dome and fittings.
Circle No. 263.

Magnuson Group—RapRak series of coat racks assembles without tools or hardware. Units can be accessorized with slotted hangers, tamper-proof triple-prong hooks, and casters.
Circle No. 257.

Fixtures Furniture—Exceptionally stable encore folding tables are available with optional self-leveling locking connectors. Tables feature a suspended corner round extension insert to accommodate any room configuration.
Circle No. 260.

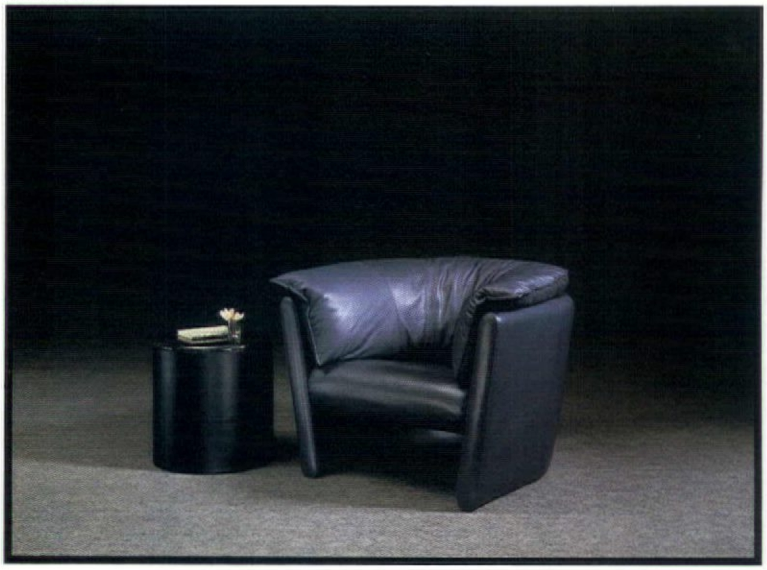
Arcadia—Designed by Dave Hammer, stackable Truffle chair series features exposed oak or walnut frames. **Circle No. 268.**

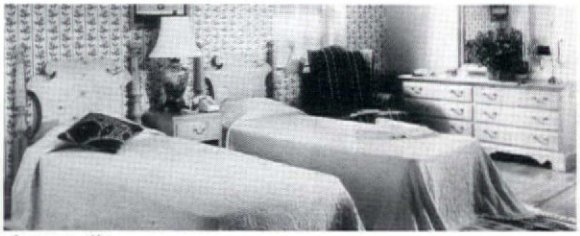

D.S. Brown

Howe


Krueger


Cumberland




Thomasville

D.S. Brown Co.—Opus model 124 stacking chairs include a one-piece element that forms one leg and the back.
Circle No. 269.

Howe Furniture Corp.—Wafer tables have a thin disc plate at the foot of a columnar base. Tabletops are available in round, square and racetrack styles. **Circle No. 247.**

Krueger—Mesa tables offer a wide selection of tabletops, base, and edge treatments. Pedestal base tables can be ordered with footrests. **Circle No. 236.**

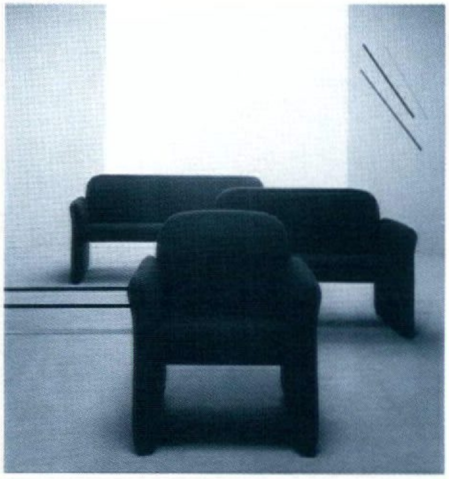
Cumberland—Wrap-around comfort marks the Axent lounge seating group. Also shown is the marble-topped, vinyl-wrapped Circo side table.
Circle No. 258.

Thomasville Contract—Replicas 1800 is a collection of 19th century reproductions in Appalachian white pine and maple solids and veneers. Standard guest room pieces as well as TV armoires, desks, and activity tables are offered.
Circle No. 264.

Gunlocke Co.—Phoenix seating is available in lounge or stacking chair models. With oak, walnut, or cherry arms and legs, Phoenix is offered in a full range of upholstery and leather options. **Circle No. 290.**

Brayton International—Tamburin is available as a chair, or two- or three-seat sofa with ottoman. A top stitch welt is used on the edges of the seat, back, and arm cushions.
Circle No. 238.

Gunlocke




Brayton

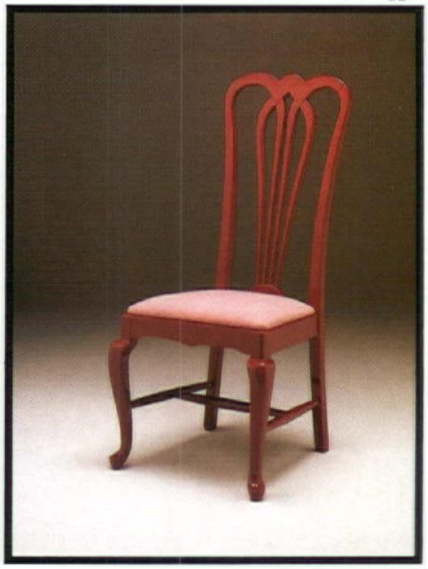


Contract Seating

Knoll



Loewenstein/Oggo



Tri-Mark/Tulip



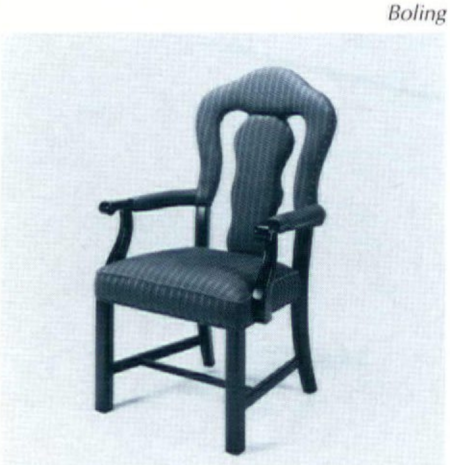


Caseworks

HOSPITALITY FURNISHINGS

Visual excitement in color

Boling





Tropitone

Contract Seating Inc.—Seat and back of the G.C-S chair appear to float between the frame, attached without visible hardware. The chair stacks when not in use. **Circle No. 240.**

Knoll International—Flowing, sculptural arm wraps around the Mandarin chair's thin back and flat seat. The curved back provides lumbar support and flexes for added comfort. **Circle No. 262.**

Loewenstein/Oggo—Model #586 Dawn chair offers 34 standard wood finishes. Large-scale chair boasts mortise and tenon construction. **Circle No. 266.**

Tri-Mark/Tulip—Twin-wheel casters or glides are available for the Devon pull-up chair. **Circle No. 237.**

Caseworks Furniture Mfg.—Contemporary guestroom furniture shows a washed gray laminate look. Solid ash bullnoses at the vertical edges soften the look. **Circle No. 252.**

Boling—Chair's baroque form is simplified with upholstered back and splat. Walnut woods are finished in mahogany or walnut. **Circle No. 248.**

Tropitone Furniture—With or without arms, the Verrazano chair is stackable. The use of a single tube creates a sleek, angular effect. **Circle No. 270.**



Artopex

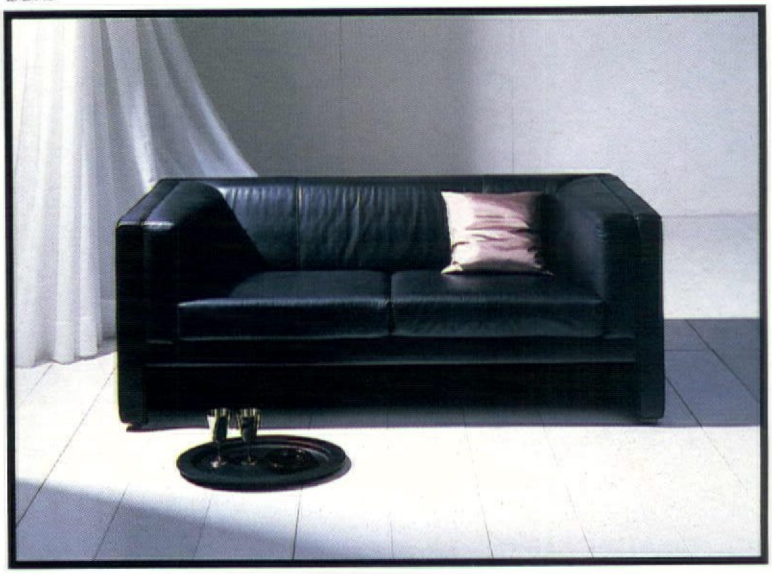
Virco



Shelby Williams



Davis





Timber-Line

Artopex—Compatible with any avant-garde decor, the Suspension collection is a set of chairs, armchairs, and modular tables. It includes a palette of 80 colors and fabrics. **Circle No. 288.**

Virco—Upholstered stacking chair has optional ganging device for semi-permanent rows of chairs. **Circle No. 273.**

Shelby Williams—Chair features a formed stick rattan frame and hand-wrapped, glued leather bindings. An attached foam-padded spring seat and Velcro-fastened foam padded back cushion ensure comfort. **Circle No. 276.**

Timber-Line Inc.—Wood veneers and solids are used with matched laminates in the Hampshire collection of hospitality furniture. **Circle No. 274.**

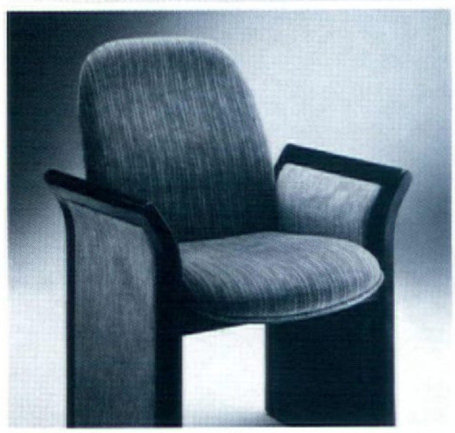
Davis Furniture—In a one-, two-, or three-seat version, My-lord features a hardwood interior frame and custom tailoring to achieve a subtle "wrinkled" look. The sofa is available in leather only. **Circle No. 239.**

Geiger International—A variety of top materials are availble for Stern series tables, as well as inlays in various metal finishes and epoxy colors. **Circle No. 259.**

Grahl Inds.—The Relaine collection is designed to bring comfort and beauty to lobbies, lounge areas, conference rooms, and private office settings. **Circle No. 287.**

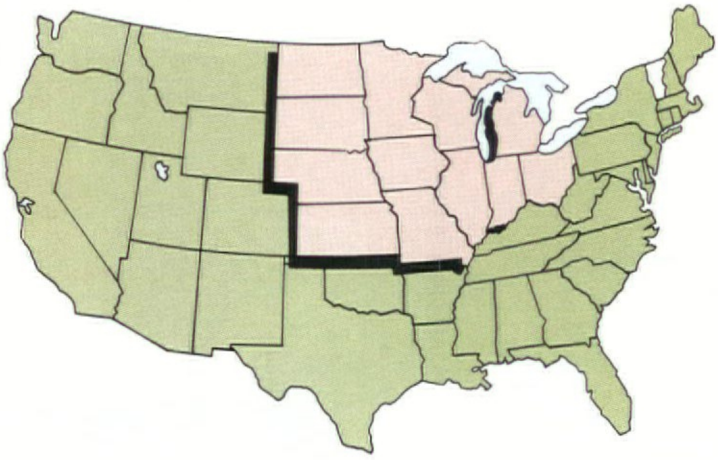
Geiger





Grahl Inds.

By **LEN CORLIN**
Co-Publisher/Editor



WHO'S WHO IN CONTRACT DESIGN MIDWEST

52 percent of architects polled in Midwest survey vote for controversial interior design licensing



Do you sell Furniture/Furnishings?

Total 1986 Furniture/Furnishing Sales
(Based on 313 replies)

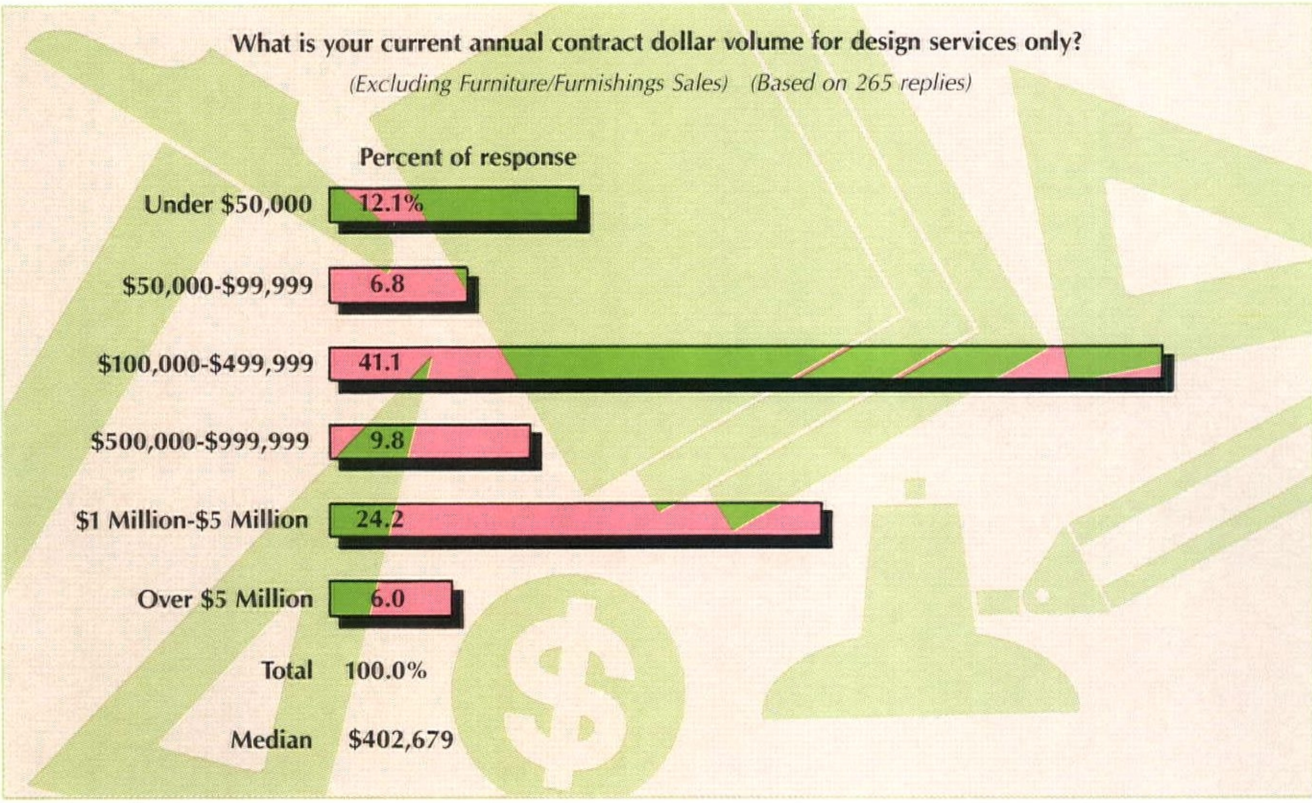
	Yes	No
Architectural & Interior Design Firms $139,201,000	33.2%	66.8%
Contract Furnishers & Office Furniture Dealers $192,627,000	100.0%	0.0%
Others Including Hotel/Motel Chains, Healthcare Facilities, Schools & Colleges, etc. ... $43,960,000	34.8%	65.2%

Despite the controversy currently raging between architects and interior designers on the issue of state licensing, 52 percent (65) of architects responding to CONTRACT's Who's Who in the Midwest poll answered "yes" to the Question: "Do you favor state licensing of interior space designers?" Understandably, 81.8 percent (77) of interior designer respondents voted "yes" to the question in the 12th annual study. CONTRACT's poll this year elicited responses from 135 architectural firms (43.2 percent), 112 interior design firms (35.8 percent), and 43 contract furnishers/office furniture dealers (13.7 percent). The remaining 15 percent balance of respondents comprised hotel/motel, healthcare, and educational specifiers and designers.

For Midwest architects and interior designers, the answers indicate a growing polarization on the issue of licensing that seems to be happening not only in the Midwest, but in the balance of the country, as well.

Current annual contract dollar volume of all respondents, for design services only (excluding furniture/furnishings sales) is trimodal. The bulk of respondents, 41 percent, report design service fees in the $100,000 to $499,000 range, followed by 24 percent in the $1 to $5 million range. Those doing under $50,000 in design fees constituted only 12 percent of the total. Six percent did over $5 million, almost 10 percent earned design fees between $500,000 and $999,999, and almost seven percent ranked in the $50,000 to $99,999 area. Median figure for the group is $402,679.

DESIGN SERVICE FEES



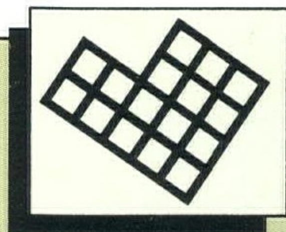
Accounted for by 211 replies, 1986 volume for furniture and furnishings specifications by only architects and interior designers reached for the $1 billion mark, actually coming in at $992,076,000. The total for all categories, including contract furnishers, office furniture dealers, and hotel/motel, school/college, and in-house facility planning specifiers, exceeds $1 billion, for a total of $1,101,711,000. The average was $5,221,379.

In comparison with CONTRACT's 1983 poll of designers in the Midwest, the number of non-stocking dealers or procurement managers (measured by design service fees) remained relatively stable, as it did with the poll made of the same region in 1979. This year, 34.4 percent reported that they were non-stocking dealers. In 1979, 35.5 percent reported the practice, as compared with 35.9 percent in 1983.

In each of those years the bulk of designer non-stocking dealers was centered in the under $100,000 design fee category. It was 46.4 percent in 1983; 41.2 percent in 1979. It is fair to reason that the lower the design fee totals, the more inclination there is for design firms to seek additional profit through non-stocking dealerships, a continuing condition.

Office design leads

The average amount of space designed/planned annually by all respondents (312) is 688,458 sq. ft. Offices account for the bulk of design work done by all respondents (304) to this question. Healthcare was second with 11.7 percent of responses;



How many square feet of space do you design/plan annually?

	Number of Replies	Average per Respondent
All Respondents	312	688,458 sq.ft.
Architects & Interior Designers	246	729,183 sq.ft.
Contract Furnishers & Office Dealers	43	367,465 sq.ft.
All Others	23	884,695 sq.ft.

1986 SPACE DESIGN WORK BY TYPE OF PROJECT

	All Responses	Architectural & Interior Design Firms	Contract Furnishers & Office Furniture Dealers	Other
Number of Replies	304	243	40	21
Office	43.3%	41.0%	69.9%	23.3%
Healthcare	11.7	11.8	6.0	21.0
Banks	7.0	6.9	10.5	1.5
Stores	6.9	8.3	0.4	2.6
Restaurants	6.2	6.7	1.1	10.8
Library/Educational	5.5	5.7	2.3	9.1
Residential	5.4	6.4	1.0	1.8
Government	4.5	4.3	4.5	6.4
Hotel/Motel	3.7	3.0	0.4	17.8
Religious	1.6	1.8	0.9	0.7
All Other	4.2	4.1	5.0	5.0
Total	100.0%	100.0%	100.0%	100.0%

WHO'S WHO MIDWEST

Computer usage on upswing

Type of Firm *(Based on 313 replies)*

	Number of Replies	Percent of Response
Architectural Firms	135	43.2%
Interior Design Firms	112	35.8
Contract Furnisher/Office Furniture Dealers	43	13.7
Facility Planner	8	2.6
Hotel/Motel	7	2.2
Healthcare	6	1.9
Education	2	0.6
Total	313	100.0%

followed by banks, seven percent; and stores, restaurants, library/education, residential, government, hotel/motel, religious, and others accounting for four-to-six percent.

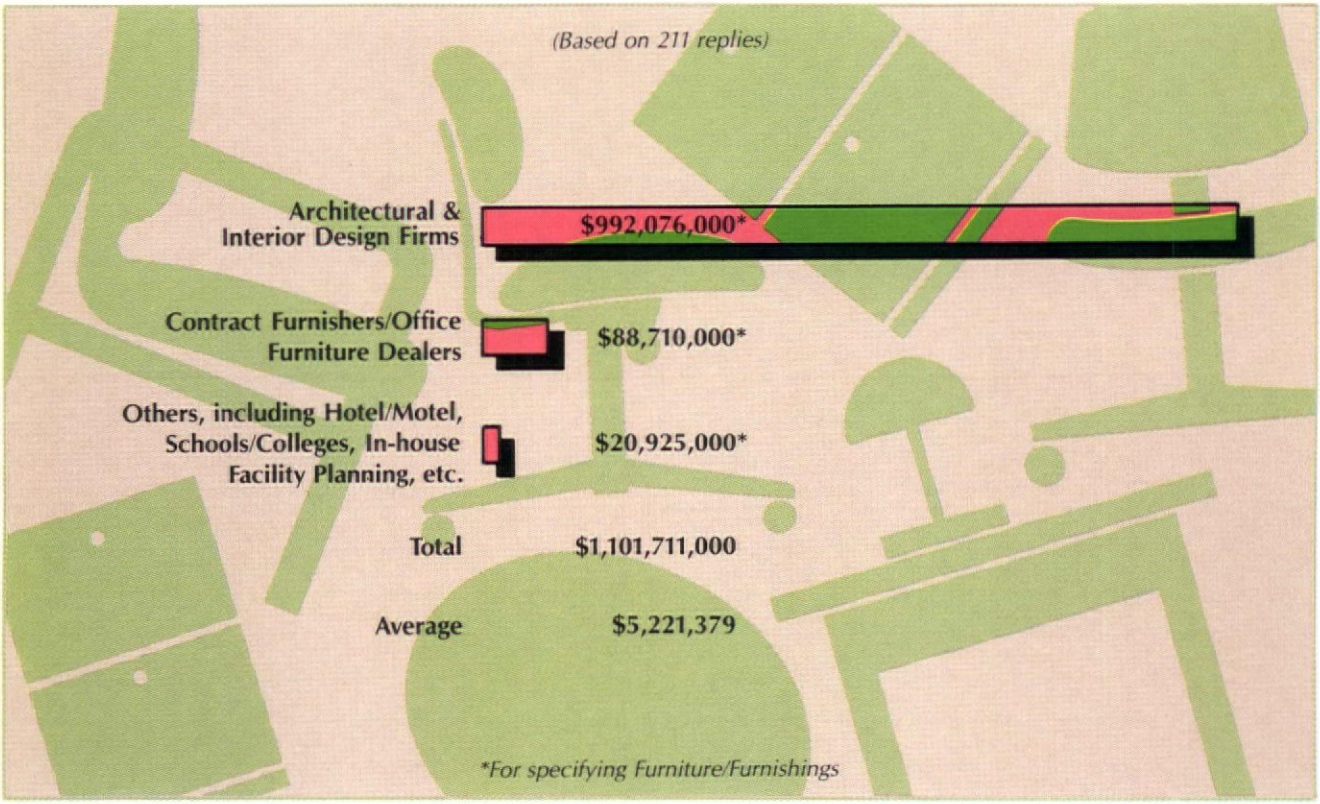
As for use of the ubiquitous computer, 44.5 percent of 299 replies indicate use of computers for space planning & design. Fifty-five and one-half percent (166) are still not utilizing them, but 54 percent indicate an intent to adopt computers in their design practices in the future.

Finally, based on 313 replies, 33.2 percent of architectural and interior design firms indicate that they sell furniture/furnishings. That third of respondents accounted for $139,201,000 worth of furniture and furnishings. Contract furnishers and office furniture dealers accounted for $192,627,000 of furniture/furnishings sales. Others, including hotels, motels, healthcare facilities, schools, and colleges sold $43,960,000 worth of furniture/furnishings. The average for all respondents selling furniture/furnishings is $3,131,566 in sales.

Listings that appear on the following pages are not intended as rankings of firms either by square footage or sales volume, but rather as a cross-section of Midwest design firms in convenient sq. ft. ranges. There is no biggest, next biggest, and so forth. By the same token, not all firms in the Midwest are listed. Only those firms on CONTRACT's circulation list and only those firms that were not edited out for lack of information on questionnaires appear in the listings. This poll is designed to provide an understanding of the Midwest contract market.

Next year's Who's Who will be centered on the West, Denver to California and states north and south. □

IF YOU SPECIFY FURNITURE/FURNISHINGS, WHAT WAS YOUR 1986 VOLUME?*



Do you favor state licensing of interior space designers?

(Based on 294 replies)

	Number of Replies	Percent of Response
Yes	197	67.0%
No	97	33.0
Total	294	100.0%

Are you either a non-stocking dealer or procurement manager?

(By design service fees)

	All Responses	Under $100,000	$100,000-$499,999	$500,000-$999,999	Over $1,000,000
Number of Replies	253	47	105	26	75
Yes	34.4%	48.9%	35.2%	30.8%	25.3%
No	65.6	51.1	64.8	69.2	74.7
Total ...	100.0%	100.0%	100.0%	100.0%	100.0%

OVER ONE MILLION SQ.FT.

CATEGORY I

FIRM CATEGORY KEY* Contract Designer C Architect Specifying Interiors A Contract Furnisher /Office furniture Dealer F Facility Planner (in-house) P Government Agency G Hotel/Motel/Restaurant M Health Care H Educational E	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1986 PROJECTS: Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	ANNUAL VOLUME: $1 million-over	$500,000-$999,999	$100,000-$99,999	Under $100,000	CURRENT PROJECTS NUMBER OF SQ. FT.
American States Insurance 500 N. Meridian Indianapolis, IN 46256 (317) 262-6126	P		4,000	4	Asst. VP Fac. Mgmt.: Larry L. Wible: Des./Plnr.: Lucinda A. Lord, ASID, Robin Becker, Judy Wanke.																
Avenue Group, Inc. 303 Wacker Dr., Ste. 315 Chicago, IL 60601 (312) 644-5080	C	8	360	360	Pres.: Thomas K. Stat; Sr. VP, Dir. Client Svcs.: Wil Taubert; VP, Proj. Dir.: Peter Shull, John Bondeson, Gina Berndt.	97		2			1						•				Sears Consumer Fin. Corp, 600,000 Chicago Trib. HQ, 165,000 Clausen Miller Gorman, 91,000
Ballinger Design Associates, Inc. 518 Merchants Bank Indianapolis, IN 46204 (317) 638-4288	C			5	Pres.: G. Joseph Ballinger, AIA, IBD, Assoc.: Todd White; Proj. Coord.: Joan Sturm; Des.: Beth Hobbs, Joyce Kleinman.	35			30		30			5					•		Newport Centre, 1,954,000 Duke Associates, 120,000 Howard Kaplan French, 1,800 Holy Cross Hospital, 88,000
Paul B. Berger & Assoc. 737 N. Michigan Ave., #1520 Chicago, IL 60611 (312) 664-0640	A		19	16	Prin./Off.-in-Chrg.: Paul B. Berger, AIA; Mktg. Coord.: Audrey C. Hollis; Sr. Des. Mgr.: Jacquelyn Ground, Robert Isaac, John Cvetkovski.	80	5		5	5				5			•				DBB Needham Worldwide, 190,000 Campbell Mithun Adver., 80,000 Continental Grain Co., 40,000
Business Space Design 55 Nationwide Blvd. Columbus, OH 43215 (614) 224-7161	C	2	400	62	David Dahnke, v.p.; David Swain, princ.; John Scouffas, int.d.	60	3		3	3	21				3	7	•				
CSA, Inc. 12805 State Hwy. 55 Minneapolis, MN 55441 (612) 540-5853	M			60	VP: Herman Crawford; Sr. Des.: Don Hanna, Vincent Kwok; Des.: Sue Dahl, Jeanne Joyce.	7.5	90			2				0.5			•				Radisson Southfield, 296,894 Radisson Atlanta, 450,000 Radisson St. Paul, 219,000 Country Hospitality Inn, 28,000
Calcara Duffendack Foss Manlove 2300 Main, Kansas City, MO 64108 (816) 471-1080	A		30	10	Mng. Ptnr.: Marvin Manlove; Des. Ptnr.: Jim Calcara; VP: David Meyer, Susan Mosby.	85		5			5		5				•				Centerre Bank, 50,000 Lockton Insurance, 30,000 Blackwell Sanders, 40,000
Chiodini Associates 11756 Borman Dr., Ste. 150 St. Louis, MO 63146 (314) 432-0430	A		25	2	Pres.: Louis G. Chiodini; VP: William B. Carter, Jr.; Asst. Int. Des.: Terry Hunt.	30	5	5	40	20							•				Park 270 II Bldg., 165,000 Creve Coeur Pointe, 125,000 Baxter/Clarkson Store, 75,000 Clocktower Store, 65,000
Contract Interiors 10 Oak Hollow, Southfield, MI 48034 (313) 358-2000	F	2	147	48	Des. Mgr.: Sandra E. Walters; Fac. Svcs. Mgr.: Anthony Bello; Creative Dir.: Barbara Kenitz.	90		7			3						•				Ford Motor Company, 500,000 General Motors Corp. 430,000 440 E. Congress Ptrshp., 65,000

Creative Space 1212 Goss Ave., Menasha, WI 54952 (414) 731-2800	C		4	4	Owner: Susan Z. Sawyer; Head Des.: Lynn Hurlbert.	64		5	5	5	15	3	2	1					•		Oshkosh B'Gosh, 750,000 Ament Real Estate, 100,000 Menasha City Hall, 30,000
Cremers Interior Design Inc. 401 N. Third St. Minneapolis, MN 55401 (612) 341-0200	A		42	42	Pres. & Head Des.: Gordon Cremers; Des.: Dennie Gilmore, Nancy Lehman, Chyle Wilson.	30		20			30			10	10						Centeral Point, 80,000 Sholom Home, 30,000 Third Ave Plaza, 140,000 Giltar Center, 60,000
D & L Office Furniture 30 W. Hubbard, Chicago, IL 60610 (312) 527-3636	F	3	70	3	Mgr./Des.: Ron Chamryk; Des.: Leighane Kahl, Christine Pipenbrink.	85	3				4	1	2	5					•		
Design Group 1 1020 E. Eighth St. Kansas City, MO 64106 (816) 221-6037	C	1	120	16	Gen. Mgr.: Aubrey Richardson; Dir. Des.: Terry McCleave; Proj. Mgr.: Jim Neal, IBD, David R. Smith, ASID, Allen Johnson.	80		10					10					•			US Sprint Corp. HQ, 200,000 US Sprint Reg. Offices, 3,000,000 Information Line, 40,000 United Telephone Systems, 25,000
Ellerbe Interior Design 33 S. Sixth St. Minneapolis, MN 55402 (612) 853-2100	A	4	580	29	V.P.: Kenneth A. LeDoux; Dir. Mktg.: Suzanne Kochevar; Sr. Proj. Mgr.: Jean Pontzer, Susan J. Farr, Marta Adams; Proj. Mgr.: Nancy McEvers Anderson, Tama D. Barutt.	30		10	13	2	40	5					•				Northwestern Bell, 135,000 Indiana Univ. Hospital, 600,000 Mayo Clinic, 192,000 UCLA Dietary & Surgery, 93,000
Ford & Earl Assoc. Inc. P.O. Box 628, Warren, MI 48090 (313) 536-1999	A		58	24	V.Chmn.: Gerald I. Peters; Pres.: Thomas G. Enst; Dir. Corp. Des.: Joel Nettler; Sr. Assoc.: Gary Rossbach.	60		15			20					5	•				Fed. Res. Bank Charlotte, 300,000 Ford Motor Co., 500,000 Standard Federal Bank, 275,000
gb Design 712 Broadway Kansas City, MO 64105 (816) 842-2115	C		26	8	Glyn Brown, partner; James Clay, partner	25	10	5	20	5					35	•					
Griswold, Heckel & Kelly Associates 200 N. LaSalle Suite 1810 Chicago, IL 60601	C	4	135	135	VP: Michael Fior; VP Dir. Des.: Diane Schroeder; Dir.: Bruce Klein; Sr. Des.: Scott Balderston, Larry Szto.	70		25				5					•				Unicorp American Corp. Citicorp JMB Realty Corp. The Putnam Companies
Hague-Richards 153 W. Ohio St. Chicago, IL 60610 (312) 467-1400	A		56	56	Richard Hague, pres.; Raymond Bayler, v.p.	95	5										•				
The HOK Interiors Group 100 North Broadway St. Louis, MO 63102 (314) 421-2000	A	12	924	130	VP: Kathleen Blaha, Andrew Atkin, Robert Blaha, Kent Simons; Des. Dir.: Michael Tatum.	92	1	3	2	1		0.5				0.5	•				AT&T Chicago, 700,000 AT&T Pleasanton, CA 300,000 Burger King HQ, Miami, 285,000 Presbyterian Church USA, 270,000
Hancock & Hancock 230 N. Michigan Ave. Chicago, IL 60601 (312) 346-7155	C		19	19	Prin.: John Hancock, Nina Hancock.	15		40			40			5			•				Harris Trust Bank, 320,000 MA General Hospital, 450,000 S. Chicago Comm. Hosp., 45,000 Handler & Assoc., 12,000
Hansen Lind Meyer, Inc. Plaza Centre One, Dwr. 310 Iowa City, IA 52244 (319) 354-4700	A	3	335	8	Prin.: Richard F. Hansen, Viktor A. Lituczy; Dir. Insts.: Alan Mack, Mary Jo McMahon; Sr. Int. Des.: Gail D. Olney.	20					50	10				20	•				Prentice Center, 80,000 Mayo Rochester, 140,000 Elmhurst, NYC, 660,000 Olympia & York, 400,000
Heike/Design Associates, Inc. 13255 W. Bluemound Rd. Brookfield, WI 53005 (414) 786-0016	A		31	6	Pres.: Thomas A. Heike, AIA; Exec. VP: Mark C. Herr, AIA; Proj. Mgr.: Bruce E. Lynch; Dir. Int. Des.: Patricia S. Algiers, ASID.	55	5		5	5	10	5	5			10	•				Quarles & Brady, 125,000 Michael Best & Friedrich, 80,000 WI Gas Co. Offices, 50,000 WI Bell Offices, 42,000

OVER ONE MILLION SQ.FT.

CATEGORY I

FIRM CATEGORY KEY* Contract Designer C Architect Specifying Interiors A Contract Furnisher /Office furniture Dealer F Facility Planner (in-house) P Government Agency G Hotel/Motel/Restaurant M Health Care H Educational E	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1986 PROJECTS Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	ANNUAL VOLUME $1 million-over	$500,000-$999,999	$100,000-$99,999	Under $100,000	CURRENT PROJECTS NUMBER OF SQ. FT.
ISD Incorporated 400 N. State St., Chicago, IL 60610 (312) 467-1515	C	3	170		VP: Mel Hamilton, Angie Mills, Gary L. Lee, Janice Wood; Assoc.: Celeste Tell.	98		2									•				Leo Burnett Co., 500,000 American Med. Assn., 500,000 American-Nat'l. Can, 220,000
Interior Office Concepts 350 N. Woodward Birmingham, MI 48011 (313) 646-8306	C		25	6	Pres.: Walter Breyer; Sr. Mgr.: Rita Van Keymeulen-Eppich; Staff Des.: Lynn Loughrey.	100													•		Hawthorne Metal, 15,000 Enkei Intl., 10,000 AERO Detroit, 40,000 D&F Corp., 40,000
InteriorDynamics 99 E. Main St. Columbus, OH 43215 (614) 461-9500	C	2	102	8	Pres./CEO: Michael D. Tyne; VP: Mitchel R. Levitt; Dir. Int. Des.: Susan L. Philipsen.	5	1	4	20	8	53	3	1	3	2		•				Ohio Building, 4,300,000 Cuyahoga Cnty. Hosp., 1,900,000 Hosp. for Sick Children, 1,000,000
Kasler & Associates, Inc. 250 E. Fifth St., Ste. 1840 Cincinnati, OH 45202 (513) 421-9180	C	1	31	20	VP: Buddy R. Blum; Pres.: Suzanne Kasler; Job Captain: Dan Enwright, Susan Dalleska, Dan Tynan.	98					2						•				Burke Marketing Svcs., 90,000 Smith & Schnacke, 31,320 Porter Wright Morris, 24,000 Prudential Ins. Co., 600,000
Kemper Group Insurance Company Rte. 22, Real Estate G-1 Long Grove, IL 60049 (312) 540-4122	P			4	Sr. Int. Des.: Ann Larson; Int. Des.: Cathie Panarle, Kathy Becker.	100															Branch Off.: Syracuse, 140,000 Los Angeles, 36,700 Chicago, 30,000 Houston, 11,500
Larken Designs P.O. Box 1808, Cedar Rapids, IA 52406 (319) 366-7237	M		27	6	Dir. Des.: Gloria Cahill; Asst. Dir. Des: Stephanie Bacon.		99							1					•		Holiday Inn, CA 240,000 LaMancha Resort Hotel, 279,818 Holiday Inn, MA, 197,413
Harold L. Le Pere & Assoc., Inc. 906 Olive St., Ste. 310 St. Louis, MO 63101 (314) 621-2644	A	1	15	2	Arch./Owner: Harold L. Le Pere, AIA; Int. Des.: Virginia Collins, ASID.	3					96			1			•				MO Baptist Hosp., 150,000 Doctor's Offices, 20,000 Barton Cnty. Mem. Hosp., 5,000 Belle Valley Schools, 25,000
Library Design Associates, Inc. 6460 Busch Blvd., #225 Columbus, OH 43229 (614) 431-0940			8	3	VP: R.S. De Bear Jr.; Treas.: C.J. De Bear; Dir. Des.: Janet McLintock; Int. Des.: Cheryl Gordon, Cynthia Alexander.																Cedarville College, 60,000 Upper Arlington Library, 50,000 Franklin Public Library, 12,000 Waynesville Pub. Lib., 7,500
Loebl Schlossman & Hackl 845 Michigan Ave. Chicago, IL 60611 (312) 337-5800	A		105	14	Prin.: John I. Schlossman, FAIA, Stephen T. Wright, AIA; Mgr. Int. Des.: Lana Fields; Proj. Mgr.: Linda Canino; Arch. Coord.: Dan Earles.	85		1	1	2	10	1					•				Harris Bank Chicago, 320,000 Benefit Trust Life Ins., 200,000 Pritzker & Pritzker, 22,000
Lorenz & Williams, Inc. 120 W. Third St., Dayton, OH 45402 (513) 223-6500	A	2	130	7	Prin. In Charge/Des.: Steve Carter; Sr. Assoc.: Karen Painter, IBD; Assoc.: Christine Madden; Des.: Becky Sweet.	15		15			40	10				20	•				Bank One Columbus, 65,000 Eli Lilly, 100,000 Clark Cnty. Library, 46,000

Marshall Field's Commercial Interiors 201 Merchandise Mart Chicago, IL 60654 (312) 329-6000	F	2	70	6	Mgr. Des. Svcs.: Mamie Dayton.	80					19			1								
McGrath Whalen Office Equipment 148 N. Kinzie, Bradley, IL 60915 (815) 933-3358	F	1	43	1	Pres./Asst. Sls. Mgr.: Martin J. Whalen, Jr.; VP/Store Mgr.: Thomas J. McGrath.	100																General Foods, 6,000,000 Armstrong, 3,000,000
Miami Business Interiors, Inc. P.O. Box 290 Monroe, OH 45050 (513) 539-8458	F	2	76	12	Des. Dept. Prin./Mgr.: Donald G. Marsh; Des. Coord.: Maridonna Wamsley; Des. Admin.: Kim Mudd; Sr. Des.: Lous Ann Schaeter, Sue Lake.	67		10			5	1	15		2				•			GE Evendale, 720,000 Union Central Life Ins., 150,000 Dayton Power & Light 150,000 Wright Patterson AF Base, 500,000
Mitchell International, Inc. One Northfield Plaza Northfield, IL 60093 (312) 441-8000	H	1	45	19	Pres.: Thomas L. Mitchell; VP: Ricardo N. Fiore; Dir.: Helmuth Taeubert; Sr. Des.: Pam Rosenberg, Debra Rachelson, James Mazzacco.	2					98								•			Morton Plant Hospital, 275,000 Stanford U. Hospital, 425,000 WV Univ. Hospital, 375,000 Tallahassee Mem. Hosp., 175,000
Montgomery Ward 844 N. Larabee, Chicago, IL 60016 (312) 467-3289	P		250	100	Sr. Des.: Kathi McWilliams; Draftsman: Michael Duncan; Des.: Denise Burkett.	10	5	5	50	10		5		10		5	•					Montgomery Ward, 2,000,000
K. Neumann/J. Smith & Associates 26877 Northwestern Hwy. Southfield, MI 48034 (313) 352-8310	A		50	8	Prin.: Kenneth Neumann, FAIA, Joel Smith, AIA; Int. Des.: Wendy D. Silverman, Martha L. Meyerling, Assoc., ASID, Debra Delaunay, Assoc.	75		5	5	5				10					•			IBM Corp., 100,000 Little Caesars Pizza, 125,000 Dickenson, Wright, Moon, 150,000
Neville Lewis Associates 1621 18th St. Denver, CO 80202 (303) 298-8383	C	8	360	360	Co-Mng. Prin.: Sharon Rowlen, Karen Kirts; Sr. Des.: Lisa Mahnke, Michael Ulm.	94			6								•					Mellon Bank, 70,000 Saunders Ross & Dickson, 24,000 Myrtle Desks, 5,000 US West, 40,000
O'Donnell Wicklund Pigozzi, Peterson 570 Lake Cook Rd. Deerfield, IL 60015 (312) 940-9600	A		105	28	Prin.: Raymond A. Pigozzi, FAIA, Robert D. Hunter, AIA; Dir. Int. Des./Assoc.: Jaine Marie Bialk; Des. Coord./Assoc. Prin.: Michael L. Stein, AIA; Sr. Int. Des.: Rita U. Brouillette.	40					30	30					•					Schaumburg Pub. Library, 70,000 Gottlieb Mem. Hospital, 25,000 Lutheran Gen. Hospital, 40,000 AT&T Communications, 25,000
Planning and Design, Inc. 400 S. Fourth St., Ste. 354 Minneapolis, MN 55415 (612) 339-4530	C		24	24	Pres.: Loren D. Hoseck, AIA; Client Mgr.: Reed Robinson, AIA, Jenny Anderson, ASID, Debora Emert.	62		5			27	5	1				•					Northwestern Bell, 1,000,000 NATCO, 260,000 Northwestern Airlines, 240,000 American Hardware Ins., 120,000
Retail Planning Associates, Inc. 645 S. Grant Ave. Columbus, OH 43206 (614) 461-1820	C	4	150	100	Sr. VP: William R. Wood, AIA, ISP, William R. Sands, ISP; VP: Haig Khachatoorian, Gary D. Kaiser, IBD, ISP; Sr. Des.: Thomas G. Spayde, IBD.			5	95								•					Bank One Columbus, 20,000 Wal-Mart Stores, 220,000 Dayton-Hudson Corp., 1,000, 000 The Kroger Company, 160,000
The Rowland Assoc. 330 N. College Ave. Indianapolis, IN 46202 (317) 636-3980	C		31	24	Sallie Rowland, pres.; Ronald Strantz, v.p.	30	20	15	7		15			10		3	•					
Smiley Glotter Assoc., Inc. 1021 LaSalle Ave. Minneapolis, MN 55403 (612) 332-1401	F		24	4	VP: Garold R. Nyberg, AIA, ASID; Des.: Denise Knutson, James Wilson, Grace Robinson.	20		20	10	10	30			10			•					St. Paul 1st Trust, 15,000 Chaska Sr. Center, 32,655 Minneapolis VA Hosp., 1,500,000 1st St. Paul Corp. Bank, 37,800
Smith, Hinchman & Grylls 455 W. Fort St. Detroit, MI 48226 (313) 964-3000	A	2	329	8	Sr. VP/Dir. Des.: Ralph P. Youngren; VP/Dir. Des.: Victor J. Cardona; Sr. Int. Des.: Susan B. Kennedy, Sally S. Patten.	20					20	30	30				•					Univ. of Illinois, 464,000 USSAH, 215,000 Renaissance Center, 300,000 BASF/Inmont Div., 240,000

(continued)

OVER ONE MILLION SQ.FT.

CATEGORY I

FIRM CATEGORY KEY* Contract Designer C Architect Specifying Interiors A Contract Furnisher /Office furniture Dealer F Facility Planner (in-house) P Government Agency G Hotel/Motel/Restaurant M Health Care H Educational E	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1986 PROJECTS Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	ANNUAL VOLUME $1 million-over	$500,000-$999,999	$100,000-$99,999	Under $100,000	CURRENT PROJECTS NUMBER OF SQ. FT.
Space Design International Inc. 311 Elm St., Ste. 600 Cincinnati, OH 45202 (513) 241-3000	A	2	100	22	Exec. VP: Kevin R. Roche; Sr. VP: Robert G. Novak, ISP; VP/Dept. Stores: John R. Heatherman, ISP; Mgr/ Des.: Lori A. Wegman.	33		3	61	1			1			1	•				The Limited, 12,000 Lazarus Dept. Stores, 213,000 US Ind. Chemicals, 100,000 Northgate Mall, 86,300
Staffelbach & Assoc. 801 W. Walnut Ste 500 Kansas City, MO 64106 (816) 472-0022	C		65	42	Andre Staffelbach, pres.; Jo Heinz, sr. v.p.	80	1	5	1	3	10						•				
Stone, Marraccini & Patterson 7777 Bonhomme Ave. St. Louis, MO 63105 (314) 721-4050	A	1	157	16	Dir. Int. Arch.: Rebecca Wolf; Assoc.: William Wedemyer, Mary Lowell; Sr. Int. Des.: Trell Foster.	25					20	15	50					•			Federal Bldg., 1,100,000 CitiCorp Homewoner's 25,000 Barnes Hospital Offices, 20,000 Nooney Mgmt. Co., 100,000
Sverdrup Corporation 1824 Lackland Hill Pkwy. St. Louis, MO 63146 (314) 657-5110	C	8	4,074	40	VP, Int.: Michael L. Lefferson, IBD; Sr. Int. Des./Proj. Des.: Tamara R. Pierper; Sr. Int. Des./Proj. Dir.: Cynthia M. Weaver.	50		40			10						•				Ernst & Whinney/Nat'l., 327,00 Edward D. Jones Co., 250,000 United Missouri Bank, 160,000 Ralston Purina Co., 50,000
Trott & Bean Architects, Inc. 77 E. Nationwide Blvd. Columbus, OH 43215 (614) 221-1469	A		65	3	Proj. Mgr.: Edward Feher; Proj. Mgr./ Office Syst. Fac. Des.: Kazumi Komar; Int. Des.: Amy Corneliussen, Judith Steele.	40		5	10		25	5	5	5	5		•				White Consolidates Inds., 150,000 ISCO Corp. HQ, 5,000 NASA Research Facilities, 35,000
VDA Associates Incorporated 435 Michigan Ave., Ste. 1515 Chicago, IL 60611 (312) 644-3464	A	1	109	18	VP: Michael Toolis, AIA, Percy Roberts, AIA; Sr. Assoc./Acting Dir. Int. Des.: Jerome Aulisio; Sr. Assoc.: Mark Von Der Heide.	80		5			5	10					•				Comdisco, Rosemont, 200,000 IBM, Lexington, 156,000 Advance Trans. Co., 110,000 Gardner Carton Douglas, 109,000
van Dijk, Johnson & Partners The Hoyt Block, Ste. 400 Cleveland, OH 44113-1298 (216) 522-1350	A		45	3	Ptnr. in Charge of Des.: Peter van Dijk, FAIA; Ptnr./Des.: Fred H. Holman, Jr., AIA; Dir. Int. Des.: Kathleen Gibson.	25		5			20	25	5		10	10	•				Cleveland State Univ., 120,094 CEI Office Bldg., 252,000 Dalad Group Bldg., 1,000,000 Playhse Sq./Palace Thtr., 45,000
The WBDC Group 50 Monroe Pl., Grand Rapids, MI 49503 (616) 235-6000	A	1	200	13	Div. Mgr./Int. Des.: Mary E. Dixon, IBD; Int. Des.: Cindi Troutman, IBD, Susan Taylor, ASID, Kay Shoults.	52	1	10	1	2	20	10	2		2		•				Seidman & Seidman, 48,000 Union Bank & Trust, 16,250 Steelcase Corp., Dv. Ctr., 575,000
Wheeler-Hildebrandt 208 S. Ninth St. Minneapolis, MN 55402 (612) 339-1102	C		14	11	VP & Prin.: Gary E. Wheeler; Pres. & Prin.: Nila R. Hildebrandt; Proj. Mgr.: Lyn A. Berglund.	55		5			30					10	•				The Wyatt Company, 18,915 Minneapolis Conv. Cntr., 792,000 McGladrey Hendrickson, 33,000 Methodist Hospital, 300,000

Minoru Yamasaki & Assoc. 350 W. Big Beaver Rd. Troy, MI 48084 (313) 689-3500	A		55	2	VP: Mike Pudists; Pres.: William Ku; Des.: Paul Bertin, Tony Calavenna.	40	20	10	5	5	5	10			5		•				
Kathy Young Design Inc. 4510 W. 77th St. Edind, MN 55435 (612) 893-9020	C		14	14	Pres.: Kathy Young; Proj. Mgr./Des.: Darcy Hield; Proj. Des.: Carrie Callahan, Kim Dennis, Karol Kreuger, Jill Getchman.	35	5	15	5	15	25							•			Hutchinson Tech., 65,000 Northland Ins. Co., 60,000 Security Fed. Bank, 60,000 Share Dev. Corp., 125,000
Zimmerman Design Group 7707 Harwood Ave. Milwaukee, WI 53213 (414) 476-9500	C		65	10	Pres.: Gary Vincent Zimmerman; VP Des.: Robert E. Lewcock; Int. Des.: Barbara Schlampman.	40	2	2	10		31	5	10							•	Everbright Signs, 20,000 Coopers & Lybrand, 10,000 Told Development, 500,000 Robert W. Baird & Co., 50,000

500,000-999,999 SQ.FT.

CATEGORY II

The Anderson Group Architects, Ltd. 7601 Wayzata Blvd., Ste. 211 Minneapolis, MN 55426 (612) 593-0950	A		14	6	VP: Gail Andersen, AIA; Pres.: David Andersen, AIA; Proj. Mgr.: Howard Young; Arch.: Karin Theiste, Tom Koskens, AIA.	40	10	20	10					20							Willow St. Office, 50,000 4000 On The Avenue, 99,000 On The Ave. Retail Cntr., 200,000 3900 On The Avenue, 123,000
R.E. Anderson & Assoc. Inc. 1240 Hulman St. Terre Haute, IN 47802 (812) 234-6867	F		9	3	Sr. Des.: Laura Wells; Off. Mgr.: Catherine M. Roy; Int. Des.: Karla Powell;	60		10			15	5	10							•	Pub. Svc. Indiana, 24,000 Eli Lilly & Co., 8,800 Harrell Clendening Coyne, 2,000
Ansers, Inc. 310 Mansion House Center St. Louis, MO 63102 (314) 231-6707	C		10	10	Pres.: Thomas A. Tyler, AIA; VP: Michael A. Karpowicz; Proj. Mgr.: Gregory L. Stock; Patricia Weiner-Snook.	25					65	10							•		Univ. of Missouri, 15,000 Southwestern Bell, 60,000 DePaul Health Center, 75,000 Franklin Cnty. Jail, 60,000
Applied Design Assoc., Ltd. 200 E. Evergreen Ave. Mt. Prospect, IL 60056 (312) 259-7528	A		5	2	Pres.: Adelaide A. Thulin; Dir.: Frederick A. Thulin, Jr. AIA; Chf. Arch. Des.: Suber F. Zummerwala; VP: Margaret T. Thulin.	35			35					30						•	Arlington Chiropractic, 2,000 Busse Car Wash, 600 Century 21 Office, 1,000
Archiplan International, Ltd. 2775 W. Algonquin Rd. Chicago, IL 60008 (312) 870-8990	A		13		Pres.: James E. Sparesus; Secy./Treas.: Barton Barrow, Jr.; Assoc.: Stephen Klumpp, Susan Johnson.	15	25		10		5			25	20				•		Radisson Melville, 267,0090 Radisson Evansville, 155,000 1st Bible Church, 5,248 E.R. Squibb & Sons, 8,600
CSO Interiors 9100 Keystone Crossing #600 Indianapolis, IN 46240 (317) 848-2800	A		61	14	Prin.: Anita L. Barnett, Lynn M. Hynes; Proj. Mgr.: Cinda Zimmack-Terry, Lynette P. Schoeck; Dir. Int. Arch.: Laura M. Lucas, AIA.	60	20	5		5			10					•			Pallm Computer Co., 200,000 Golden Rule Insurance, 150,000 Viscount Hotel, 240,000 Holiday Inn, 175,000
Carson Business Interiors, Inc. 29355 Northwestern Hwy. Southfield, MI 48034 (313) 356-6550	C		76	16	VP/Gen. Mgr.: Craig Thornton; Des. Mgr.: Don Hayes; CAD Mgr.: Jill Nancekivell; Sr. Des.: Janice Purcell, Jean Johnson, Ivette Fernandez.	65		20			10		5					•			Cadillac Ins. Corp., 34,000 Mainstream Access, 24,000 Valassis Inserts, 42,000 Fireman's Fund, 300,000
Chipman Design Ltd. 648 Busse Hwy. Park Ridge, IL 60068 (312) 696-2040	A		8	2	Dir. Store Plng.: Albert B. Chipman.	5			88		2				5						Hammond Henry Hosp., 50,000 Dunhams Sporting Goods, 25,000 Anchor Realty, 5,000
Christy Associates, Inc. 230 N. Washington Sq. Lansing, MI 48933 (517) 371-2903	F		20	7	Pres.: Connie Christy; Des. Mgr.: Colby Fox; Sr. Int. Des.: Kathy Herlevich, IBD, Cathy Gance, ASID, Cate Gillengerten, IBD, ASID.	70		5		5	5	5	10						•		General Motors-Saginaw, 110,000 Accident Fund of MI, 101,585 Mich. Dept. Commerce, 7,462 Sinai Hospital, 11,400

(continued)

500,000-999,999 SQ.FT.

CATEGORY II

FIRM CATEGORY KEY* Contract Designer C Architect Specifying Interiors A Contract Furnisher /Office furniture Dealer F Facility Planner (in-house) P Government Agency G Hotel/Motel/Restaurant M Health Care H Educational E	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1986 PROJECTS: Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	ANNUAL VOLUME: $1 million-over	$500,000-$999,999	$100,000-$99,999	Under $100,000	CURRENT PROJECTS NUMBER OF SQ. FT.
Contract Design Group Inc. 724 S. Kansas Ave. Topeka, KS 66603 (913) 234-4011	C		7	7	Pres.: Billie Stephenson; Sr. Des.: Teri Cain; Staff Des.: Judy Warkentine; Ops. Mgr./CAD: Jaime Henderson.	90		2			7	1							•		Shawnee Fed. Savings, 17,000 Shawnee Adult Detention, 200,000 AT&SF Railway, Chicago, 72,000 AT&SF Railway, Topeka, 100,000
Corporate Design Group, Inc. 8675 W. 96th St. Overland Park, KS 66212 (913) 642-6266	C		13	7	VP: Michael T. Kirkpatrick, IBD, Robert G. endres, ASID; Assoc. Des.: Carol Kuhlmann, Michael Kolega, Kay Rehorn.	70		10			20								•		Spencer Fane Britt, 45,000 Padgett-Thompson, 35,000 Stern Bros. Brokers, 20,000 G.K. Baum Brokers, 15,000
Leo A. Daly 8600 Indian Hills Dr. Omaha, NE 68114 (402) 391-8111	A	11	622	30	Dir. Int. Arch.: Cheryl McCracken; Arch.: Daniel M. Foltz; Des.: Kristin B. Peters, Dennis Forslund, Traci L. Ferrell.	26	11	11	3	2	7	15	15	5	5						Univ. of Nebraska, 137,000 Norwest Bank, 112,000 St. Joseph Center, 100,000 St. James Center, 90,000
Design Associates, Inc. 1080 Nimitzview Dr. Cincinnati, OH 45230 (513) 232-6655	C		6	6	Des. Dir./Pres.: Arthur C. Crockett; Prin. Des.: Carol Jean Burke; Proj. Des.: Tracy Keinipp.	60		10			25			5					•		Cinti Gas & Elec., 370,000 Wright Patterson Hosp., 660,000 Univ. of Cinti. Hosp., 500,000 F & W Pub. Corp., 80,000
Design Group, Inc. Architects 1080 Kingsmill Pkwy. Columbus, OH 43229 (614) 888-6390	A		25	5	Dir. Des.: John F. Hedge; Prin-in-Chrg./Proj. Div.: Robert J. Vennemeyer; Int. Des.: Susana Sierra.	30			1.5		12	49	4.5	3			•				Teachers Retirement Sys., 110,000 Col./Franklin Cnty. Lib., 441,000 Comm. Mut. Ins. Co., 80,000 OH State Rehab. Dept., 44,950
Design Tech. Inc. 3034 S. Calhoun Ft. Wayne, IN 46807 (219) 744-0616	F		8	4	VP: Cherie L. Pratt, Nancy Schoenle; Int. Des.: Valerie Roehling.	89					10	1									Miles Labs. Inc., 75,000 Lincoln Life Ins., 280,000 General Electric, 30,000 Essex Wire & Die, 50,000
Directions in Design, Inc. 15510 Olive St. St. Louis, MO 63017 (314) 532-1200	C		27	15	Sr. Des. Dir.: Karen Parks, ASID; Comm. Des. Dir.: Jeanine Bequette, ASID; Sr. Des.: Joyce Ruiz, Christina Koch.	25	5	5	5	5	5			25		25			•		Chase Park Plaza, 200,000 World Yacht Enterprises, 100,000 Missouri Bar Assoc., 25,000 1st Center Bank, 3,000
"ESP" Expert Space Planners 3112 W. Highland Blvd. Milwaukee, WI 53208 (414) 342-8330	A		7	7	VP: Jerry Warner; Secy./Treas.: Donna Ojeda; Des.: Brad Parrish, Wayne Dettmann, Joan Johnson.	25		10			60			5					•		St. Elizabeth Med. Cntr., 200,000 Luther Hospital, 150,000 Park Bank East, 10,000 Miller Compressing, 21,000
Eden Design Assoc., Inc. 11555 N. Meridian, Ste. 140 Carmel, IN 46032 (317) 843-5790	C		7	4	Pres.: Barbara Eden; VP/Dir. Des.: Stacy Kennelly; Staff Des.: Lisa Shirrell, Kay Wright.	35			5	5	25	10	2	5	13				•		ComminiCare, 80,000 Franklin/Johnson Lib., 46,000 Lawrenceburg Pub. Lib., 25,000 Huntington College, 50,000

Environ, Inc. 20 W. Hubbard St. Chicago, IL 60610 (312) 670-3735	A		26	14	Pres.: John Nelson; VP: Andrew Jaworski; Dir. Int.: Karen Weldon; Spec.: Nubia Tudor; Sr. Assoc.: Alan burks.	50			5	15	10	10		10			•				IL R.B. Jones, 16,000 Union Mutual, 22,000 Cramer Krasselt, 17,000 Golub Co., 24,000
Equipment Planners, Inc. 3309 33rd Ave. Ct. Rock Island, IL 61201 (309) 786-8010	C	2	7	7	Pres./Owner: Gary C. Cohen; Eng. Tech.: Bill De Coster; Off. Mgr.: Susan Gansz; Assoc. Consult.: Allan Daynes.	5	70		2	22	1										Chancellor Hotel, 176,500 Sheraton Cedar Rapids, 101,170 Hunans of Dekalb, 4,940 Famous Dillburger, 2,250
Facility Design Assoc., Inc. 600 S. Federal St., Ste. 200 Chicago, IL 60605 (312) 922-9250	C		21	21	Pres.: Walter Hanna; Assoc.: Janet Kreig, Scott Franzen, Carol Jemilo; Proj. Mgr.: James Graczyk.	72			8							20	•				Kemper Fin. Svcs., 175,000 Stotler & Co., 30,000 Casualty Ins. Co., 36,000 Levolor Lorentzen, 1,000
First Office Furnishings Company 433 N. Capitol Ave. Indianapolis, IN 46204 (317) 635-7200	F		12	4	Ptnr.: John Pryweller, Tony Hodge.	100															Aisin USA, 40,000 Fujitsu Ten, 20,000 Cen. Reg. Blood Center, 21,500 Medi Span Publishing, 6,000
Michael Fox, Inc. 500 N. Broadway St. Louis, MO 63102 (314) 621-4343	A		25		Prin.-in-Chg./Des.: Seth H. Langton, AIA; Prin.: Michael F. Fox; Assoc.: Janet Salmond, Danield Overmann, AIA; Proj. Arch.: Kevin Flynn.	77		10			8			5			•				Jefferson Smurfit Corp., 45,000 TPF&C/Tillinghast, 40,000 Edison Bros. Stores, 65,000 AB Chance, 30,000
Goldblatt Architecture 4200 Mercier, Kansas City, MO 64111 (816) 531-0908	A		6	2	Owner: L. Goldblatt; Des.: Mary Metz.	10			50	20				20							Coulson/Nicholson Condos, 25,000 Goldblatt Offices, 5,000
Grand River Interiors Inc. 974 Front St. N.W. Grand Rapids, MI 49504 (616) 454-3258	F		35		Pres.: David P. Wiest; Secy./Treas.: Charles O. Leupnitz.	60	10	5	5	10	5	5									Jomar Assoc. Inc., 100,000 Interspec Interiors, 50,000 Pioneer Constr. Co., 250,000 Interiors Partnership, 25,000
HGA Interiors 1201 Harmon Pl. Minneapolis, MN 55403 (612) 332-3944	C	1	250	13	Dir. Des./Pres.: Roberet J. Fontaine, ASID; Dept. Mgr.: Ronald B. Carlson, AIA; Assoc.: Louise Fontaine, AIA, James W. Seeks, AIA, IBD.	37	5	1	1		52	4						•			Mahoney Dougherty, 12,000 Briggs & Morgan, 20,000 Rider Bennet Egan, 50,000 Northwestern Bell, 20,000
HWH Architects Engineers Planners 1150 W. Third St. Cleveland, OH 44113 (216) 623-0220	A		127	6	VP & Secy.: G. Robert McCullough, AIA; VP: Arlyn C. Neiswander, AIA; Des. Arch.: Claire Hall, AIA; Int. Des.: Gail Davidson, ASID.	90					5	5					•				Nat'l. City Bank, 300,000 Rubbermaid Inc., 32,000 Allstate Insurance, 150,000 Goodyear Tire Co., 100,000
Harley Ellington Pierce Yee 26111 Evergreen Southfield, MI 48076 (313) 354-0300	A	4	200	9	Sr. VP Arch./Des.: Harold F. VanDine; Dir. Int. Arch.: Anthony A. Foust; Assoc.: Violeta Dumlao, AIA; Int. Des.: Stephen Sussman, AIA.	30		5			25	10				30	•				IBM Hospital, 315,000 Prudential Town Center, 300,000 R.E. Dailey Co., 18,000 GMF Robotics, 300,000
Hofer & Associates, Inc. 1716 Grand Ave. Des Moines, IA 50309 (515) 243-4500	C		3	2	Pres.: Steven L. Hofer; Dir. Des.: Jeanne Gaworski.	10	25			25		15				25			•		Hotel Ft. Des Moines, 15,000 Newton Country Club, 30,000 Univ. Athletic Club, 30,000 Des Moines Marriott, 40,000
Hollis & Miller Group 9417 W. 75th St. Overland Park, KS 66204 (913) 642-6111	A	1	32	6	VP: Leon Roberts, John Wisniewski; Hd. of Int.: Pegge Hudson; Int. Des.: Cheri Beno; Des.: Bob Diamond.						20	60	10		10		•				Bennett Lytle Wetzler, 12,000 Natl. Assn. Ins. Comm., 25,000 Ft. Leonard Wood Corp., 63,235 Property Co. of America, 40,000
Interior Collaborative, Ltd. 211 W. Wacker Dr. Chicago, IL 60606 (312) 236-1285	C		18	6	Pres.: Fred L. Bernheim; Secy./Treas.: Lawrence L. Kahn; Dir. Int. Des.: Steven W. Elisco; Des.: Thomas Racine.	30		10	10	30	10	10						•			Jewish Fed. Met. Chi., 160,000 Deerpath Med. Cntr., 18,000 McDonald's Corp., 10,000 Steak & Ale Corp., 28,000

500,000-999,999 SQ.FT.

CATEGORY II

FIRM CATEGORY KEY* Contract Designer C Architect Specifying Interiors A Contract Furnisher /Office furniture Dealer F Facility Planner (in-house) P Government Agency G Hotel/Motel/Restaurant M Health Care H Educational E	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1986 PROJECTS: Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	ANNUAL VOLUME: $1 million-over	$500,000-$999,999	$100,000-$99,999	Under $100,000	CURRENT PROJECTS NUMBER OF SQ. FT.
JMA Ltd. 920 N. Franklin St. Chicago, IL 60610 (312) 751-2509	C		5	5	Pres.: Wayne Mkosz; Assoc.: Pat Chopra; Sr. Mgmt.: Dominic Raso; Proj. Mgr.: Jerri Aresh.	5		5			90							•			Central Dupage Hosp., 100,000 Hinsdale Hosp., 50,000 Alcohol Treatment Cntr., 30,000
Karson & Associates, Inc. 1960 Raymond Dr. Northbrook, IL 60062 (312) 498-2823	M		12	3	Pres.: Brett David Karson; Chrmn.: William G. Karson; Int. Des.: Beth Westreich, Shelly Goodman.		95		5										•		Bloomington Hotel Renov., 200,000 Luray Hotel, 400,000 Kissimmee Hotel Addtn., 65,000
Lester B. Knight & Associates, Inc. 549 W. Randolph Chicago, IL 60606 (312) 346-2100	A		250	10	VP: Robert H. Mellott; Dir. Des.: Frank Klepitsch; Int. Arch.: Marc Supinger, Julie Keverian, Ken Peterson.	30					30	20	20				•				Gov. Office Bldg., 800,000 Hosp. Renovation, 60,000 Retail Shop, 2,500 Corp. Office, 40,000
LVK Associates Inc. 4235 Lindell Blvd. St. Louis, MO 63108 (314) 534-2104	C		18	18	Pres.: Hugh S. Katz; Chairman: Lea W. von Kaenel; Dir. Des.: Susan Sparks; Accts. Exec.: Joseph Burzinki, Sherry Kusmer.	50		10	5	5	30						•				MCI Corp. SWD HQ, 60,000 Husch Donoghue Cornfeld, 45,000
Legat Architects 24 N. Chapel, Waukegan, IL 60085 (312) 662-3535	A	1	35	3	Des.: Sandy Christensen; Arch.: Tom O'Connell; Werner Brisske.	10					20	30	30	10			•				Lake Cnty. Bldg. Comm., 210,000 Rapid Trans. Auth. Pace, 80,000 IL Dept. of Trans., 30,000
R.P. Lewis Co. 3248 W. Bristol Rd. Flint, MI 48507-0620 (313) 767-5790	F	4	70	8	VP: Kevin J. Godin; Dir. Des. & Arch. Svcs.: Ed Waitkus.	81		10			5	2	2								BOC Flint, 75,000 Health Plus, 40,000 Amerisure, 50,000
Linscott, Haylett, Wimmer & Wheat 917 W. 43rd St. Kansas City, MO 64111 (816) 531-8555	A		40	12	VP: Ward Haylett, AIA, Richard A. Wheat, AIA; Assoc. Dir. Int. Des.: Randall L. Barta, ASID; Sr. Des.: Lyndajo Thomas, IBD, Annetta Potts.	20	15	5	5	10		20	15	5	5		•				Clayton Raphael Hotel, 360,805 Maplewoods Comm. Coll., 102,000 Longview Comm. Coll., 227,000
Michael Lopez Designs, Inc. Apparel Center, Ste. 1058 Chicago, IL 60654 (312) 527-0287	C		6	3	Pres.: Michael J. Lopez; Proj. Dir.: Donald G. Metz; Des.: Christine L. Brenna, Ted Cannzoneri.	2			98									•			Sage-Allen Hartford, 200,000
Magnavox Gov. & Indust. Electronics 1313 Production Rd. Ft. Wayne, IN 46808 (219) 429-7660	p		7,000	2	Dir. Fac.: Jim Kolloran, David Ver Valin; Fac. Plnr.: Patty Heckman, Kathy Peppler.	100															N. Vir. Systems Ops., 16,000 Indus. Products Div., 50,000 Techn. Cntr. Reorg., 192,000 N. Vir. Systems Addition, 40,000

McFarland Business Interiors 223 S. Winnebago St. Rockford, IL 61105 (815) 963-0427	F	1	55	18	VP: Brad Raudonis; Mgr.: Mary Kroll; Sr. Des.: Starr Gobtop, Chris Drabicki; CAD Svcs: Ken Locascio.	100															
McNamee, Porter & Seeley 3131 S. State St. Ann Arbor, MI 48108 (313) 665-6000	A	2	180	7	Mgr. Arch. & Des.: John L. Wacksmuth; Sr. Arch./Des.: Anthony A. Bair; Arch./Des.: Bruce T. Clark, Joseph E. Sojkowski.	40	1	1			1	1	5		1	50	•				City of Lansing, 50,000 City of Warren, 25,000 Dr. Mustafa Avci, 25,000 Ann Arbor 1st Pres., 3,500
Medical Planning Assoc. Inc. 1468 W. Ninth St., Ste. 505 Cleveland, OH 44113 (216) 781-9346	H		5	4	Pres./Dir. Des.: Richard Lefkowitz; Dir. Fac. Plng.: Lou Fenzel; Proj. Mgr./Des.: Brian Ray, Lee Phillips.	10					90								•		Midwest Eye Surgeons, 15,000 ORL Assoc. of NW PA, 9,000 Baystate Eye Care, 10,000 Stark Cnty, Neurologists, 9,000
Normand/Assoc., Inc. Architects 2340 Detroit Ave. Maumee, OH 43537 (419) 893-8735	A		9	3	Pres.: Jeffrey M. Normand; CEO: J.R. Normand; Hd. Staff Des.: Richard Rose; Arch.: Robert Normand.	75	10				10			5			•				Assembly Fac. Offices, 20,000 Mfg. Div. Offices, 22,000 Maumee Md. Off. Bldg., 4,000 Computer Support Fac., 22,000
Oliver Design Group 1920 Huntington Bldg. Cleveland, OH 44115 (216) 696-7300	C	1	7,000	30	Prin.-in-Chrg.: William T. Eberhard, AIA (Cleveland), Jeffrey L. Skeggs, AIA (Pittsburgh); Sr. Des.: John G. Tellaisha, AIA.	90		5				5					•				Provident Bank, 30,000 Prescott, Ball, Turben, 50,000 Capitol Ins. Co., 50,000 Porter Wright Morris, 28,000
Otis Associates 400 Skokie Blvd., Northbrook, IL 60062 (312) 272-4310	A		47	7	Dir./Sr. Ptnr.: Gregory V. Goss; Ptnr.: Scott Javore; Proj. Mgr.: Karl Sagihara; Int. Des.: Debbie Gallo, Judy Gordon.	35	10	20	5	5	10	5	5	5				•			Mid-America Bank, 15,000 Cont. Bank Olympia, 10,000 Travenol Corp. Cntr., 45,000
The PWAE Group, Inc. 18 N. Eighth St. Columbia, MO 65201 (314) 449-2683	A		32	4	Pres.: Nick Peckham; Secy.: Brad Wright; Proj. Mgr.: Bobb Swanson, Brian Pape, Mike Goldschmidt.	20			10	5	30	15		20				•			Columbia Mall, 60,000 Col. Ortho. Group, 42,000 Univ. of Missouri, 38,000 City of Columbia, 20,000
Pastor Interiors, Inc. 1560 Lakewood Ct. Bloomfield Hills, MI 48013 (313) 851-0754	H	2	7	5	Spec.: Barbara Eschrich; Hd. Int. Des.: Millie A. Pastor; Des.: Ann Wallace, Mary Staple, Robert J. Schmid.	10	20				30			40					•		Oakland Geriatric, 20,000 Warren Village, 30,000 Acriform, 15,000 Petosky Geriatric, 40,000
Patrick + Associates, Inc. 65 E. State St., Ste. 500 Columbus, OH 43215 (614) 228-3233	A	3	64	5	Dir. Int. Des.: John E. Vanderbilt; Int. Arch.: Mark G. Perry; Int. Des.: Terri Lynne Ostroff, Brian C. Bahnsen, James E. Newby, Cathy Ludwig.	25		10	5		5	5	20		5	25	•				Worker's Comp. Bureau, 1,000,000 Riverside Methodist Hosp, 15,000 Biggs Athletic Fac., 160,000
Powell/Kleinschmidt Inc. 645 N. Michigan Ave. Chicago, IL 60611 (312) 642-6450	A		14	6	VP Des.: Robert D. Kleinschmidt; VP Prod.: Gregory Patterson; Sr. Des.: William Arnold, Charles Cunov; Sr. Proj. Mgr.: Don Los.	75		10				10		5							
Rosetti Associates/Architects Planners 601 Washington Blvd. Detroit, MI 48226 (313) 964-3240	A	2	75	11	Corp. Hd. Des.: Algimantas Bublys; Dir. Des. (Detroit): William Ahlstrom; Dir. Int. Des.: Kathleen Z. Reehil; Sr. Des.: John Bogner.	65	3	2	5	3	10	10	2				•				Compuware, 120,000 Highland Superstore, 170,000 Henry Ford Hospital, 45,000 Oakland Univ., 120,000
Rowley Schlimger 702 E. Washington Ave. Madison, WI 53703 (608) 257-0521	C		300	40	Dir. Des.: Shirley Block; Furn. Div. Mgr.: Vickie Wenzel.	60		20			10	5	5				•				
Schmidt Garden Erickson, Inc. 104 S. Michigan Ave. Chicago, IL 60603 (312) 332-5070	A	2	60	6	Sr. VP/Plng.: Gerald R. Haselhuhn; Exec. VP: Frank P. Gagarin; Arch.: Alan Kato, Dan Sagan, Kimio Nagasawa.	40					50		5	5			•				Sherman Hospital, 50,000 Allstate Ins. Co., 400,000 St. Elizabeth's Hosp., 250,000 Lincoln Park Zoo, 20,000

(continued)

500,000-999,999 SQ.FT.

CATEGORY II

FIRM CATEGORY KEY* Contract Designer C Architect Specifying Interiors A Contract Furnisher /Office furniture Dealer F Facility Planner (in-house) P Government Agency G Hotel/Motel/Restaurant M Health Care H Educational E	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1986 PROJECTS: Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	ANNUAL VOLUME: $1 million-over	$500,000-$999,999	$100,000-$99,999	Under $100,000	CURRENT PROJECTS NUMBER OF SQ. FT.
Sheppard's Business Interiors 3031 "O" St., Lincoln, NE 68510 (402) 476-3344	F	1	85	8	Int. Des.: Penny Omtvedt, Barbara Hohlfeld.	75					5		20							•	Sheppard's Bus. Int., 6,600 New Lincoln Fac. Lincoln 1st Federal, 5,200
Space Planned Interiors 1402 N. Riverside Dr. McHenry, IL 60050 (815) 385-5468	C		7	2	Owner/Des.: Marie T. Thompson.	90			5	5										•	Siemens Med. Systems, 10,000 Enterprise Systems, 8,000 Forms Corp., 3,000 McHenry City Hall, 1,500
Spaces Interior Design 300 First Ave. N., Ste. 400 Minneapolis, MN 55401 (612) 339-4400	C		65	8	Pres.: Stephen J. Lanak; VP: James K. Smart; Sr. Des.: Charlotte A. Schwartz.	35		15	10	15	25							•			Zapp Natl. Bank, 48,000 Holiday/Erickson Petrol., 93,705 St. Paul Heart & Lung, 43,250 Shopko, 93,000
Sutphen Studio Inc. 104 W. Franklin Ave. Minneapolis, MN 55404 (612) 870-7796	C		2	2	Robert J. Sutphen	50		5			30		2		10	3	•				St. Joseph's Hosp., 112,000 Tiffany Off. Bldg., 28,000 Fairview-St. Mary's, 3,500 Plymouth United Church, 25,000
Tilton & Lewis Assoc., Inc. 333 W. Wacker Dr. Chicago, IL 60606 (312)782-8333	C		35	30	Pres.: John Tilton; Sr. VP: Terry D. Lewis; VP/Proj. Dir.: Michael Kelly; Proj. Mgr.: John Burger, Michael Fazio, Jeff Hoyer.	70		10		5				5		10					Cntry. Cos. Ins. HQ, 250,000 Alexander & Alexander, 115,000 Cigna, 100,000 Fed. Home Loan Bank, 96,000
Tri City Equipment Co. 527 W. Fourth St., Davenport, IA 52801 (319) 322-5382	C		28	3	Con. Des. Mgr.: Jim Schaller; Des.: Carolyn Wood, Rebecca Mason.				15	80					5		•				Forum Rest., 17,600 Cafe Billy, 6,500 Millard Filmore, 11,200
Tommy Tucker Design Inc. 315 Fifth, W. Des Moines, IA 50265 (515) 255-5757	C		5	3	Pres.: Thomas K. Tucker.	40		3	2	5	5			45							Simpson College, 5,400 Ravely/McNight/Nave, 1,000 Hawkeye Bancorporation, 3,750

100,000-499,000 SQ.FT.

CATEGORY III

FIRM	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	$1 million-over	$500,000-$999,999	$100,000-$99,999	Under $100,000	CURRENT PROJECTS NUMBER OF SQ. FT.
AIT Design Group P.O. Box 87465 Canton, MI 48187 (313) 453-8078	A		5	3	Owner/Arch.: Stanley Tkacz; Janet Bell.	75				7			18						•		Northville Fire Sta., 5,000 Tamaroff Acura Auto., 14,800 Sunshine Acura Auto., 26,000 Sunshine Hyundai Auto., 32,000

Abend Singleton Assoc., Inc. 20 W. Ninth St., Kansas City, MO 64105 (816) 221-5011	A	1	19	2	Prin.: E. Crichton Singleton, AIA, Stephen N. Abend, AIA; Assoc.: Byron L. Emas, AIA.	70		1			5	4	20						•		KC MO Pub. Schools, 100,000 Allied Ins., 10,000 Hillcrest Bank, 17,000
Albitz Design, Inc. 1800 Girard Ave. S. Minneapolis, MN 55403 (612) 377-2165	C	1	10	10	Prin. Des.: Paul D. Albitz; Proj. Des. & VP: James Moeller; Sr. Des.: Robert Koster; Staff Des./Draft.: Loren Rumpza; Staff Des.: David Albitz.	5	30	40		20				5					•		Madden's Conv. Center, 40,500 Lubavitch Center, 10,000 Sheraton Airport Inn, 17,253 1st Minnesota, 105,000
Allied Office Interiors 701 Salzburg, Bay City, MI 48707 (517) 895-8574	F	2	42	6	Mgr./Plng. Grp.: Pat Alber; Spvsr. Plnr./Des.: Vicki Farhat, Sue Olds; Spc. Plnr./Des.: Melanie Bolz.	75		5			10	10							•		Gen. Motors, 155,000 Citizens Ins., 60,000 MI Biotech. Inst., 20,000
American Business Interiors 210 W. Fifth St. Kansas City, MO 64105 (816) 471-6200	C	1	30		Pres.: Harold R. Caplan; VP: Marc Caplan; Dir. Des.: Tony M. Meulmester, ASID; Sls. Mgr.: Bill Horner; Mgr.: Chris Gorup.	70		10			10		10								Commerce Bank, 10,000 Webster College, 6,000 Midwest Energy, 7,000 Dr. Robert Sugar, 4,500
The Amistad Group Inc. 8 S. Michigan Ave. Chicago, IL 60603 (312) 346-6116	A		15	3	VP/Chf. Des.: Leslie A. Williams; Proj. Arch./Des.: Claus Dyrlund; Research/ Draft.: Denise Davis.	80								20					•		1st Natl. Bank Chicago, 35,000 Apostolic Faith Church, 75,000 AML's Prof. Pharmacy, 10,000
Architectural Alliance 400 Clifton Ave., S. Minneapolis, MN 55403 (612) 871-5703	A	2	45	6	Pres.: Herbert Ketcham; Dir. Int.: Sharry Cooper, Ron May; Int. Arch.: Sandie Gay; Int. Des.: Ann DeLambert, Shawn King, Jan Dehnert.	36	1		5	2	1	10	5			40			•		Prudential Insurance, 167,000 Lindberg Intl. Terminal, 31,000 Travelers Express, 120,000 Blue Cross/Blue Shield, 8,500
Artofax Design Intl. Corp. 1 S. 072 Luther Ave. Lombard, IL 60148 (312) 953-1010	C		10	8	Chf. Des./Pres.: Frank Camacho; Hd. Arch. Des.: Patrick Marzullo; Des. Consult.: Mila Reyngold, Peter Vasquez, Linda Kirsininkas.		5			85				10					•		McDonald's Seattle, 4,500 McDonald's Florida, 4,500 McDonald's Japan, 3,000 Jet Cafe San Francisco, 10,000
Artworks Designs, Inc. 325 Locust, Chillicothe, MO 64601 (816) 646-2656	M		7	3	Des.: Nancy Shuster, Michelle Anderson; VP & Proj. Mgr.: Rick Shuster.	5				95										•	McDonald's Rest. Corp., 26,640 Dairy Queen, 2,300 Burger King, 3,100
Aumiller Youngquist, PC 800 E. Northwest Hwy. Mt. Prospect, IL 60056 (312) 253-3761	A		18	15	VP: Keith Youngquist, AIA; Pres.: Bill Aumiller, AIA; Proj. Des.: Julianne Tiedmann, Jeffrey Everett, David Kasprak.	15			5	80							•				RIMS Corp. HQ, 55,000 Teletrack, 320,000 Ed Debevic's Bev. Hills, 13,000 Nick's Fishmarket, 9,000
Banka Mango Design Inc. 274 Merchandise Mart Plaza Chicago, IL 60654 (312) 467-0059	A		45	11	VP: Tim Virtanen, AIA; Consult.: Arnold La Bahn; Spc. Plnr.: Jennifer Stephens; Int. Des.: Daniel Joppeck; Sr. Draftsman: Richard Dawson.	50		5	15	10	5		5	5	5		•				Peoples Gas & Light, 26,000 Jockey Intl., 6,000 Apparel Mart, 20,000 Merchandise Mart, 15,000
Birkeland Architects Inc. 315 E. Second St., Hastings, MN 55033 (612) 438-3613	A		6	2	Pres./Arch.: Harold Birkeland; Arch.: Marlea Gilbert.	35			3	1	2	5	25	2	25	2			•		Sherburne Cnty. Center, 100,000 Rick Daniels Buffalo, 13,000 MDHIA Buffalo, 10,000
Broadstreets 309 South Ave., Springfield, MO 65806 (417) 862-7028	F		62	5	Dir. Des.: Marguerite F. Chieppa; Int. Des.: Melissa S. LaCrue.	50		10			15	3	2		20						Empire Bank, 1,500 Farrington Curtis Hart, 850 Burlington Norther, 144
Brooks Borg & Skiles 700 Hubbell Bldg. Des Moines, IA 50309 (515) 244-7167	A		38		Ptnr.: Paul S. Skiles, Robert J. Mathieu; Arch./Assoc.: Steve Low, Russ Parks; Int. Des.: Erin Rice.	65		5		5	5	5	5	5	5		•				Hubbel Realty, 15,000 Grand View Coll. Bldg., 15,000 Coover Auditorium, 2,800 Gloria Dei Luth. Church, 20,000
The Browne Group 1207 Grandview Ave. Columbus, OH 43212 (614) 486-7145	A		4	1	Pres.: Larry R. Browne.	80			5	10				5					•		Warner Cable, 65,000 Highlights For Children, 110,000

100,000-499,000 SQ.FT.

CATEGORY III

FIRM CATEGORY KEY* Contract Designer C Architect Specifying Interiors A Contract Furnisher /Office furniture Dealer F Facility Planner (in-house) P Government Agency G Hotel/Motel/Restaurant M Health Care H Educational E	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1986 PROJECTS: Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	ANNUAL VOLUME: $1 million-over	$500,000-$999,999	$100,000-$99,999	Under $100,000	CURRENT PROJECTS NUMBER OF SQ. FT.
Buckland Van Wald, Inc. 2664 Franklin, Detroit, MI 48207 (313) 259-5500	F		27	10	Pres.: Edward W. Snyder Jr.; Sls. Mgr.: Edward W. Snyder III; Int. Des.: Carol Hermes, ASID; Sls.: Bob Hayes Jr.	100												•			Medstat Systems, 3,000 Dollar Corp., 1,600 Barden Cablevision, 000,000
Business Interiors & Design, Inc. 10802 Farnam Dr., Ste. 150 Omaha, NE 68154 (402) 334-8700	F		20	3	Pres.: John McGowan; Secy./Treas.: Barb McGowan; Int. Des.: Nanci Stephenson, Jan Richardson, Kimberly Overton.	30	10	10					50								Strategic Air Command, 55,800 Applied Communications, 76,800 1st Westroads Bank, 6,000 Marriott Res. Center, 55,000
Bussard/Kikis Assoc. Ltd. 303 Locust St. Des Moines, IA 50309 (515) 288-3141	A		21	3	Exec. VP: William M. Dikis; Int. Des.: Cathy Neumann; Des.: Brad Zerwas.	35		5	5			45	5		5				•		Univ. of IA Mem. Union, 100,000
Butler Group AIA 1550-B E. Battlefield Springfield, MO 65804 (417) 887-0340	A		12	3	Int. Des. Ptnr.: James L. Thomas; Des. Ptnr.: Tim Rosenberg.	25			25	25	25								•		
CSB Design Inc. 623 Lake St. Wayzata, MN 55391 (612) 473-0007	C		10	9	Prin.: C. Shzanne Bates, IBD; VP: Dr. Michael Lee, FIBD, ASID; Proj. Des.: Eric Holland, Cindy Douthet-Nagel, Karilyn Earl.	20	10	10	10	10	25			10	5				•		Edina Plastic Surgeons, 1,200 Harstad Construction, 7,000 Hayzata O.B. Gym, 2,000 Carmichael Lynch, 68,500
Canfield Business Ints. 404 W. Ninth St. Sioux Falls, SD 57104 (605) 339-1411	F		11	3	Dir. Des.: Glenda Schmid; Spc. Plnr.: Mark Waring; Int. Des.: Laura Foiles.	80		5			5	5	2	3						•	Norwest Bank Systems, 225,000 SD Dept. of Labor, 80,000 Midcontinent Broadcast, 15,000 Amer. Western Corp., 30,000
Carow Architects Planners 646 N. Michigan Ave. Chicago, IL 60611 (312) 642-3404	A		12	12	Prin.: Jay R. Carow.	70			10			20							•		Duff & Phelps, 60,000 Roosevelt Univ., 10,000 Racine Pub. Library, 30,000 River Forest Pub. Lib., 10,000
Champlin Haupt Inc. 424 E. Fourth St. Cincinnati, OH 45202 (513) 241-4474	C		20	5	Pres.: Russell L. Champlin Jr.; Exec. VP: Robert Haupt; Assoc. Arch.: Joan Tepe, Jeff Osterman; Int. Des.: Tracey Priest.	24	2	10	2	2	50	5	5								AT&T, 700,000 Cincinnati Bell, 150,000 Good Samaritan Hosp., 235,000 Deaconess Hosp., 50,000
The Christner Partnership Inc. 7711 Bonhomme Ave. St. Louis, MO 63105 (314) 725-2927	A		51	10	Assoc./Dir. Int. Des.: Daniel Jay, AIA; Assoc./Sr. Int. Des.: Grace C. Corbin, AIA; Int. Des.: Beth Trueblood, Barbara Epstein.	45	3	2	2	4	40	4							•		Met. Sq. St. Louis, 1,000,000 Interco Corp. Tower, 300,000 Centerpoint St. Louis, 250,000 Barrett Woods, 120,000

Claus Associates 14400 Ladue Rd. Chesterfield, MO 63017 (314) 469-9087	F	1	6	2	Dir. Des.: Scott Claus; Coord./ Furnishings: Carol Beckly.	12										88				•	Hair Galleries, 2,800 R/D Innovation Center, 25,000 Peaches Hair Orchard, 10,000 U. City Hardware, 12,000
Addison Clipson Associated Arch. 280 E. Sharon Rd. Cincinnati, OH 45246 (513) 771-3123	A	1	6	2	Pres.: Addison H. Clipson Jr.; Des.: Jean S. Clipson.	20	75			1				1	3				•		Oldenberg Brewery, 47,000 Bakery Crafts, 18,000 Reans Place, 70,000
Daniel P. Coffey & Assoc., Ltd. 205 W. Wacker, Ste. 1500 Chicago, IL 60606 (312) 782-9898	A		7	3	Pres.: Daniel P. Coffey; VP: James E. Gallagher Jr.	50		10	10	10					10	10		•			Templeton Mutual Funds, 90,000 McDonald's Corp., 20,000 Siemon Larson Mattlins, 12,500 NCNB Bank Offices, 7,500
Collins, Rimer & Gordon Architects 2729 Prospect Ave. Cleveland, OH 44115 (216) 621-4610	A		30		VP: Randall J. Gordon; Assoc.: Lawrence Fischer; Int. Des.: Joel Brockman; Des.: Lynn Zamblawskas; Proj. Arch.: Bill Ayars.						80	10	10				•				WD Walker Rehab. Cntr., 340,000 Hillcrest Hosp., 10,000 Pulaski Hlth. Care Cntr., 27,000 St. Joseph Hosp., 50,000
Contract Design Group 3618 Grape Rd., Mishawaka, IN 46544 (219) 259-5621	F		65	11	Des/Spc. Plnr.: Cheryl Anderson, Angela Espich; Des./Color Splst.: Marcia Wantuch.	40		30			25	2	3							•	Middlebury 1st Bank, 24,000 Torx Products, 4,000 Teachers Credit Union, 86,000
Corporate Business Interiors, Inc. 218 N. Jefferson St., Chicago, IL 60606 (312) 944-4500	F		4	1	Pres.: Edward L. Luczak; Int. Des.: Mary Anesi, IBD.	75		15			10						•				Protection Mut. Ins., 70,000 PruCare of IL, 15,000 Triangle Pkg. Mach. Co., 2,500 Oak Park Trust, 5,000
Corriere Design Associates 22 W. Erie St. Chicago, IL 60610 (312) 642-8001	C		4	4	Rosemary Corriere, IBD.	85					10					5					Underwriters Labs., 123,000 Trainco Inc., 43,000 R.W. Mitchell Inc., 20,000 Evergreen Manor Center, 10,000
J. Cotey Inc. 3075 Commercial Ave. Northbrook, IL 60062 (312) 564-4606	F		50	5	VP: J. Edward Cotey; Mgr.: Laurel Shiel; Sr. Des./CADD: Jacqui Chambers; Sls./Des. Rep.: Louise T. Ristow, IBD.	80		10						2	8					•	Mainstreet Deerfield, 40,000 Scott Foresman & Co., 30,000 Underwriters Labs., 40,000
Creative Spaces 1107 Olive St., St. Louis, MO 63101 (314) 621-0204	C			8	Des. Dir.: Marguerite Chieppa; Proj. Des.: Debbie LaFara, Nancy Muller; Sr. Des.: James Trippensee.	80		15				5							•		Medicine Shoppe Intl., 37,740 Pioneer Bancorp. Inc., 6,124 Retarded Citizens Assn., 10,928
Daniel H. Curran & Assoc. 712 W. Main St. Lake Geneva, WI 53147 (414) 248-4820	A		5	2	Owner/Arch.: Daniel H. Curran; Des.: Thomas G. Wilson, Rick Suminski, Jeff Reynolds.	15	15		10	10		10	15	10	15					•	Landman's Center, 35,000 WI Power & Light, 8,000 Diamond Center, 2,000 Kilwins Chocolates, 2,000
Design Collective Inc. 131 N. High St. Columbus, OH 43215 (614) 464-2880	C		18	16	Pres.: Robert B. Valentine, FIBD; VP: David F. Cooke, FIBD; Proj. Mgr.: Bruce D. Fithian, AIA, Timothy J. Mulle, AIA.	80			5		10	5						•			Goal Systems Intl., 90,000 Coopers & Lybrand, 60,000 Price Waterhouse, 26,000 Planned Parenthood Fed., 40,000
Design Stages 2550 University Ave. W. St. Paul, MN 55114-1052 (612) 647-4280	C		28	8	Pres.: Michael C. Beery; Sr. Prod. Des.: James Waters, James Guenther; Asst. Prod. Des.: Pamela Woolson, Rick Polenek.	20			60							20		•			YWCA Minneapolis, 80,000 Fashions To Boot, 3,500 Prime Time, 700 Tonka Toys, 500
ER Associates, Ltd. 180 N. Wacker Dr. Chicago, IL 60606 (312) 332-1802	A		8		Pres.: Edward Raap; VP: John Weigand; Arch.: Glen Peterson, Wendy Coleman, Steve Citari.	75								25					•		McCord, 18,000 Goldberg, 10,000 Crows Nest, 4,000 Hunter, 16,000

(continued)

100,000-499,000 SQ.FT.

CATEGORY III

FIRM (CATEGORY KEY*: Contract Designer C; Architect Specifying Interiors A; Contract Furnisher /Office furniture Dealer F; Facility Planner (in-house) P; Government Agency G; Hotel/Motel/Restaurant M; Health Care H; Educational E)	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1986 PROJECTS: Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	ANNUAL VOLUME: $1 million-over	$500,000-$999,999	$100,000-$99,999	Under $100,000	CURRENT PROJECTS NUMBER OF SQ. FT.
ETA Interior and Space Design 2769 Orchard Run Rd. Dayton, OH 45449 (513) 439-1920	C		22	4	Pres.: Thomas L. Edge; V.P.: James V. Tinney; Dir. Des.: Beth Keyes; Proj. Des.: Leslie Gordon, ASID, Kay Josselyn.	45		5	2			45	3						•		U. Dayton Food Complex, 145,000 Dayton Ch. of Commerce, 13,000 Miller Valentine Group, 22,000
Flaig, Inc. dba Design Lines 112 W. Third St. Cincinnati, OH 45202 (513) 381-4097	C		10	4	Pres.: Terrence J. Flaig; Sec./Treas.: Carol J. Zang; Des.: Jody Wood, Mark Davis.	1	2			80	2	3		10	2					•	Real Seafood, 8,000 Bacalls, 3,600 Ft. Mitchell Country Club, 12,000 Residence, 6,000
Chuck Frary & Associates, Inc. 4707 Theater Dr. Evansville, IN 47715 (812) 477-3199	C		20	8	Arch. Int. Des.: Chuck Frary, IPD; Sr. Int. Des.: Candace Cornette, AIPD; Int. Des.: Sylvia Deters, Melanie Hillock, Shelley Richardson.	40	8	6	2		17	9	3	13	2				•		Whirlpool Corp., 4,000 Gen. Electric, 2,500 St. Charles Med. Corp., 19,500 Univ. S. Indiana, 16,000
Furniture Systems 8057 Cleveland Pl. Merrilville, IN 46410 (219) 736-1308	F		6	2	Des./Acct. Exec.: Alice Puzyk, Lisa Rooth; Gen. Mgr.: Peter G. Nebe.	33		15			20	20	10	2						•	Nipsco, 5,000 Ind. Fed., 10,000 Toyota, 5,000
General Office Products Company 4521 Hwy. 7 Minneapolis, MN 55416 (612) 925-7575	F		160	9	Mgr./Interplan: Don Thomas; Exec. Des. Consult.: Vaike Radamus; Sr. Des.: Wendy Nissen, Paulette Goodno.	90	1	3				1	4	1					•		PYA Monarch, 21,000 Fred S. James Co., 18,000 St. Olaf College, 12,000 Twin City Group, 14,000
Graham Thomas Architects 185 N. Wabash Ave. Chicago, IL 60601 (312) 236-7314	A		5		Owner/Arch.: Jacquelyn Graham; Arch.: Richard Thomas, Jill B. Cordry; Des.: Gregory Sandoval.	39		10	10	10	25	5		1					•		Encyclopaedia Brit., 35,000 Rubloff Inst. Svcs. Citicorp, 20,000 Ford Motor Co.
Ann Milligan Gray, Inc. 1416 N. Astor Chicago, IL 60610 (312) 787-1416	C	1	5	3	Pres.: Ann M. Gray; Proj. Dir.: Noreen Kainov-Walter, Kenneth Walter.	5	70							25					•		Belmont Hotel, 10,000 Indian Lakes Resort, 100,000 Ojai Inn & Cntry. Club, 75,000
Ved Gupta & Associates, Inc. 220 S. State St., Chicago, IL 60604 (312) 922-0224	A		5	3	Pres.: Ved P. Gupta; Proj. Mgr.: Kent Pinaire; Proj. Des.: Cathy Creed.	20			10	15	55								•		Women's Hlth. Center, 5,000 Windsor Med. Center, 10,000 Echo Cardiology, 7,500
Pedriana Gustafson Partnership PC 428 N. First St. Rockford, IL 61107 (815) 964-9700	A		11	3	Pres.: Duane G. Pedriana, AIA; V.P.: Rod J. Gustafson, AIA; Dir. Int.: Jacqueline Gommel, ASID, IBD.	30		30			30	5		5					•		City Natl. Bank Rockford, 15,000 Camcar-Textron Corp., 30,000 Rockford Mem. Hospital, 12,000 YMCA, 25,000

HSW Ltd. 137 N. Wabash, Ste. 504 Chicago, IL 60602 (312) 263-2338	A		7	6	Ptnr.: George A. Hinds; Proj. Arch.: James Bogatto; Des.: Lesa A. Rizzolo, Tom Ruscitti.	100													•		John Marshall Law School, 12,000 Chi. Bar Assn., 42,000 IL Inst. Cont. Legal Ed., 28,000 Mediatech Chicago, 12,000
Hanson & Foster Arch., PC 322 E. Main Ave. Bismark, ND 58501 (701) 224-0663	A		4	4	Pres.: Arnold Hanson; VP: Duane Foster; Des.: Brad Ciavarella;							60				40				•	Public Library, 70,000 Women's Prison, 32,000
Health Care Architectural Services 4829 E. Beltline Grand Rapids, MI 49505 (616) 361-9849	H		12	4	Ptnr./Des.: Richard Craig; Des.: Claire Timmons, Holly Vanderveen, Mark Ruedy.	5					95										Mary Free Bed, 48,000 Mercy Hosp. W. Shore Cardiology, 15,000 Butterworth Hosp.
Hesston Business Interiors 350 S. Emporia Wichita, KS 67202 (316) 267-5763	F	2	21	8	VP/Des.: Stuart Hamilton; Dir. Des.: Steve Kelpacki; Proj. Des.: Harold Mowery; Mgr. (Wichita): Rick Watson.	74		12		1	10	1			2				•		Epic Center, 290,000 Prairie View Hlth. Cntr., 35,000 NRC, 75,000 Gott Corp., 25,000
Hight Jackson Assoc. P.A. 808 Willow, Ste. B-1 Coffeyville, KS 67337 (316) 251-5103	A	1	15	2	Prin.-in-Chrg.: Dennis W. Jacobs; Asst. VP: Ronald F. Shelby; Carol R. Knisley.	10	15	10	10		5	20		10	20			•			Appletree Inn Motel, 37,000 Hotel Complex, 42,000 1st Baptist Church, 15,000 Jr. High School Addition, 12,500
John Hilberry & Assoc. 1452 Randolph St. Detroit, MI 48226 (313) 963-8074	A		12	3	Arch.: John Hilberry, AIA, Michael Willoughby, AIA; Int. Des.: Sabine Shirar.									10		90			•		Alpha Bldg., 30,000 Ball Foundation, 50,000 Detroit Hist. Dept., 20,000
Inter Design Group P.O. Box 243, Sylvania, OH 43560 (419) 885-1820	C		5	4	Pres./Spc. Des. Mgr.: Maurice W. Smith, Kevin R. Smith.	40		5	40		15								•		Central Travel Branches, 10,000 House of Cruises, 4,500 Anora Bridal Salon, 4,000
Interarc Ltd. 10721 W. Capitol Dr. Milwaukee, WI 53222 (414) 463-8130	C		14	5	Pres.: Kenneth E. Funderburk, IBD, ASID; VP: Robert G. Wirth, AIA; Spc. Plnr./Des.: John Curran, John Dolan, Joseph Silvers.	40		20					40						•		Mil. Cnty. Soc. Svcs., 150,000 WI Building, 55,000 Security Savings & Loan, 10,000 W. Allis Savings & Loan, 3,500
Interior Office Systems 2330 N. Meridian Indianapolis, IN 46208 (317) 924-5427	F	9	116	4	Dir. Des./Spec. Plng.: Bradley Bowden; asst. Dir. Des./Spc. Plng.: Jennifer Meyer; Proj. Des./Mgr.: Cindy Stone; Des. Heather Wilson.	65		7		2	4	4	7	2	3	6			•		Amax Coal Co., 20,000 Northside Cardiology, 15,000 Cummins Allison, 6,300 Alexander & Alexander, 14,000
James Interior Design 120 Monument Circle, Ste. 122 Indianapolis, IN 46204 (317) 631-0880	A	2	87	2	Pres.: Philip L. Hodge, AIA; COB: Raymond S. Thompson, AIA; Des.: Sylvia J. DeWitt, Gary L. Kawalek.	15					10	45	15			15			•		Dow Cons. Products, 68,000 Lacy Div. Inds., 6,000 IN State Teach. Assn., 143,100 Butler Univ., 75,200
Richard R. Jencen Assoc. 2850 Euclid Ave. Cleveland, OH 44115 (216) 781-0131	A		10	3	Owner: Richard R. Jencen; Dir. Des.: Nicholas Zalany; Des.: E. Randolph Khaner; Merch./Disp. Coord.: Ray Linhart.	5		5	90								•				Westhall Jewelry Stores, 1,600 Petrie Stores, 10,000 Forest City Dev., 2,000
Jensen & Halstead Ltd. 55 E. Jackson Blvd. Chicago, IL 60604 (312) 939-3966	A		24	3	Pres.: Ivan S. Tshilds.	25					75									•	Oak Park Hosp., 75,000 St. James Med. Cntr., 48,000 Hartgrove Hosp., 26,000 Chicago Univ. Med. Cntr., 18,000
Richard L. Johnson Associates, Inc. 4703 Charles St. Rockford, IL 61108 (815) 398-1231	A		10	4	Pres.: Richard L. Johnson; Assoc.: Roger D. Eckdahl; Int. Des.: Annette Pearson.							100								•	Economy Fire & Cas. Ins., 62,000 Pleasant Valley High, 120,000 NIU Med. Tech. Lab., 4,000 Prairie Jr. High, 20,000

100,000-499,000 SQ.FT.

CATEGORY III

FIRM CATEGORY KEY* Contract Designer C Architect Specifying Interiors A Contract Furnisher /Office furniture Dealer F Facility Planner (in-house) P Government Agency G Hotel/Motel/Restaurant M Health Care H Educational E	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1986 PROJECTS: Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	ANNUAL VOLUME: $1 million-over	$500,000-$999,999	$100,000-$99,999	Under $100,000	CURRENT PROJECTS NUMBER OF SQ. FT.
Jones & Speer 542 E. 12th St., Cincinnati, OH 45210 (513) 241-2022	A		10	3	Ptnr.: Ken Jones, Tom Speer; Des.: Dwayne Boso, Sarah Wagner.	20							80						•		Wright Patterson AFB, 52,000 Bethesda Hosp. Chapel, 1,000
Josco-Joliet Office Supply 101 N. Reed, Joliet, IL 60435 (815) 744-1422	F		32	5	Pres.: Daniel R. Stankey; Gen. Mgr.: Terry L. Hochmuth; Sales Assoc.: James Rung, Chuck Barber.	80		15				5									Stepan Co., 20,000 Central Credit Union, 25,000
Jumer Hotel's Ltd. 3126 S.W. Adams Peoria, IL 61605 (309) 637-3681	M		600	9	Pres.: D. James Jumer; VP Lodge Plng. & Des.: Ronald P. Nell; Proj. Dir./ Des.: Larry Hoskins, ASID.		50			50											Jumer's Bloomington, 120,000 Boat Works Peoria, 5,000 Jumer's Castle Lodge, 175,000
Kahler Slater Torphy Engberg 733 N. Van Buren St./ Milwaukee, WI 53202 (414) 271-5781	A		40	5	Pres.: David Hakler, AIA; VP: Thomas Slater, AIA; Int. Des.: Martha Eskra, IBD; Kay Killough, Kimberly Anguil.	15					75	10							•		Northwestern Mem. Hosp. Waukesha Mem. Hosp. Milwaukee Cnty. Med.
Kirk & Koskela Arch., PC 3200 David Scott Bldg. Detroit, MI 48226 (313) 963-7066	A		8		Pres.: J. Michael Kirk, AIA; VP: David R. Koskela, AIA; Des.: Brian V. Hurttienne, Dane A. Johnson, Eric A. Ward.	100													•		Chrysler Corp.
Koch Hazard Associates, Ltd. 630 S. Minneapolis Ave. Sioux Falls, SD 57104 (605) 336-3718	A		11		Arch./Pres.: R.Z. Hazard; Arch./ Chrmn.: R.R. Koch; Des.: Elizabeth Sahr; Arch.: Ray Thomas; Arch./VP: Don Baltzer.	5		5	5		25	15		30		15			•		Medical Bldg., 10,000 Sioux Falls School Dist., 116,000 State of S. Dakota, 40,000
Norman A. Koglin Assoc., Architects 111 W. Monroe Chicago, IL 60603 (312) 782-6853	A		12	10	Pres.: Norman A. Koglin; Arch./Proj. Mgr.: Robert Wilson; Dir. Int. Des.: Nancy L. Attaway.	80		20									•				Chicago Corp., 30,000 Swiss Bank Corp., 15,000 Checkers Simon & Rosner, 40,000 Chapman & Cutler, 20,000
Bruce I. Kohn & Associates 3870 Wild Cherry Oval Cleveland, OH 44122 (216) 831-1408	C		5	5	Pres.: Bruce I. Kohn; V.P.: Leslie S. Kohn; Staff Des.: Leslie Shayne, Barry J. Kohn, Branton Ross.	20	10	10	20	10	10	20									Case Western Reserve U., 150,000 Natl. Paper & Packaging, 10,000 Cumberland Inds., 5,000 Western Reserve College, 10,000
Kubala Washatko Architects, Inc. N69 W5289 Columbia Rd. Cedarburg, WI 53012 (414) 377-6039	A		11	11	Prin.: Tom Kubala, Allen Washatko; Int. Des.: Karen Washatko; Assoc.: Vince Micha; Proj. Mgr.: Joel Krueger.	23	23		10	17	12			15				•			Madison's Clothing, 6,000 Madison's Canton, 6,000 Clothes Works, 4,500 Jewel Box, 550
Joseph A. Kuzniar & Associates 523 S. Lincoln St. Addison, IL 60101 (312) 226-6450	C	1	4	3	Owner/Des.: Joseph A. Kuzniar; Int. Des.: Bette Kuzniar Silverman; Proj. Coord.: J.G. Pikulik.	15			65					10	10					•	Nelson Bros. N. Ridge, 33,000 Nelson Bros. Brookfield, 1,000 Nelson Bros. Chicago, 40,000 Nelson Bros. Oak Lawn, 35,000

Lucien LaGrange & Associates 440 S. LaSalle Chicago, IL 60605 (312) 663-7225	A		7		VP: Steve Winegar; Color & Mat.: Jessica La Grange.	72		5	8		15								•		Reg. Organ Bank of IL, 10,000 Museum of Broadcasting, 14,000 Chi. 1st Security Bank, 1,800 Landaver, 5,000
Larson and Darby, Inc. 1322 E. State St. Rockford, IL 61108 (815) 987-5260	A	1	53	4	Pres.: Larry U. Larson; VP/Sec.: Samual N. Darby; Dir. Int. Des.: Adina Salberg; Des.: Chris Sproch, Debbie Hibst.	20	10	50		10				10							Sundstrand ATC Sundstrand Corporate Woodward Governor Ideal Industries
Lauchner & Lauchner, Inc. Int. Arch. Myers Bldg., Ste. 711 Springfield, IL 62701 (217) 753-8131	C		5	3	Pres./Int. Arch.: Aden J. Lauchner, AIA; Int. Des.: David C. Lauchner, ASID; Proj. Mgr.: George T. Countz.	35		45	5		10			5					•		Myers Families, 23,000 Litchfield Bank & Trust, 7,000 IL Coll. Jacksonville, 3,000 Springfield Off. Ptnrs., 40,000
Laupmanis Associates PC 2940 Biddle Ave. Wyandotte, MI 48192 (313) 285-8033	A		11	3	Arch: Edwin Laupmanis; Int. Des.: Barbara Laupmanis, Karen S. Cermak; Arch.: Steven C. Hollar; Job Captain: Walt P. Wyderko.	10		5	45		5	5	10	15		5			•		Highland Superstores, 14,300 Diversey Wyandotte, 370 BASF Bldg., 19,000 Nixon Chapel, 1,400
Library Design Assoc. Inc. 859 S. Main St. Plymouth, MI 48170 (313) 459-5000	E	1	8	8	Pres.: Richard S. de Bear; Dir. Des.: Janet McClintock; VP: Richard S. de Bear, Jr.; Treas.; Christopher J. de Bear; Int. Des.: Cheryl Gordon.							100									Canton Public Lib., 31,000 Orion Township Lib., 31,000 SW MI Coll., 17,000 Upper Arlington Library, 65,000
Linde Jensen Marcheske Architects 933 Erie Ave. Sheboygan, WI 53081 (414) 458-4800	A		8		VP: Michael R. Marcheske; Pres.: Richard P. Linde; Secy./Treas.: Erik A. Jensen.	25		5	5	5	20			10	20	10			•		
The Loewenberg/Fitch Partnership 1 E. Erie St. Chicago, IL 60611 (312) 440-9600	A				Des. Prin.: Marvin Fitch, AIA; Proj. Mgr.: Joseph S. Levy; Staff Int. Des.: Robin Berger, Jo Fitch, David Lencioni.	25	20	5				30		20					•		Quartet Mfg. Co., 30,000 Dearborn Pl, 7,000 1212 La Salle St., 7,500 Standard Club, 3,000
MRG Architectural Interiors 611 E. State St. Jacksonville, IL 62650 (217) 245-9611	C		10	4	Des.: Toni Long, ASID, Deborah Deininger, Michael Goldasich, AIA.	5	5	5		5	35		5	35	5				•		Ottawa Hosp., 50,000 Mercy Hosp., 40,000 Central Christian Church, 20,000 Passavant Hosp., 35,000
MRSA Architects 407 S. Dearborn St. Chicago, IL 60605 (312) 663-0253	A		14	7	Prin.: Mark Schaefer; Dir. Mktg./Plng.: Robert Schaefer; Proj. Mgr.: Gary Neyer, Mary Sue McChesney, David Raino Ogden.	80		5	3	5	2			5				•			Aurora Ventures Center, 9,000 BPRS Chestnut Venture, 62,000 Sears Con. Fin. Corp., 80,000 Equity Group, 20,000
The Mariotti Company 513 E. 28th St., Lorain, OH 44055 (216) 245-4120	M		15	2	Pres.: Martin J. Mariotti: Gen. Mgr.: Marty Mariotti; Treas.: Eileen Mariotti; Sales: Lynne E. Mariotti.	15		25			15		35		10					•	Spitzer Motors, 5,700 American Red Cross, 1,800 Motorola Corp., 2,500
Michigan Office Equipment 5123 Portage Rd. Kalamazoo, MI 49002 (616) 388-2100	F		12	2	Des.: Tammy R. Snyder, Julie M. Lenczycki.	100														•	Whirlpool, 33,270 Youth Home Expansion, 10,806 Federal Center, Allegan Health Dept., 9,120
Neumann Monson P.C. 226 S. Clinton St. Iowa City, IA 52240 (319) 338-7878	A		15	2	Dir. Int. Des.: Hedy Neumann; Pres.: Roy Neumann; VP: Kevin Monson; Des.: Dwight Dobberstein.	5					15	40	20	5	10	10		•			VA Admin. Off. Bldg., 19,000 Johnson Co. Admin. Bldg., 34,000 Monroe Jr./Sr. High, 32,000 Iowa City Pool, 45,000
Novak Design Group 411 First Ave. S.E., Ste. 201 Cedar Rapids, IA 52401 (319) 362-2666	A		4	2	Owner/Arch.: James A. Novak, AIA; Des.: Greg Sundberg, Craig Gallagher; Technical: Ann Vick.	25	20	10	20	10	5		5	5					•		Quintrex Data Sys., 26,000 IDS/Amer. Express Off., 2,150 Keystone Hotel, 60,000 Jillian Leigh Stores, 12,500

(continued)

100,000-499,000 SQ.FT.

CATEGORY III

FIRM CATEGORY KEY* Contract Designer C Architect Specifying Interiors A Contract Furnisher /Office furniture Dealer F Facility Planner (in-house) P Government Agency G Hotel/Motel/Restaurant M Health Care H Educational E	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1986 PROJECTS: Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	ANNUAL VOLUME: $1 million-over	$500,000-$999,999	$100,000-$99,999	Under $100,000	CURRENT PROJECTS NUMBER OF SQ. FT.
J. O'Brien & Associates 96 Monroe Centre Grand Rapids, MI 49503 (616) 454-3100	H				Owner/Des.: J. O'Brien; Sr. Des./Mgr.: J.R. Mammina; Sr. Des.: Maribeth Geskus; Jr. Des.: Mary Jane Meeker; Color & Des. Consult.: Ray Vonk.	10	5			5	50	25			5				•		Denenberg Tuffley Ewald, 10,000 St. Marys Hosp/ICC-CCU, 28,500 St. Marys Hosp/Pavilion, 28,500 Calvin Coll. Seminary, 6,000
Oakwood Interiors Inc. 2419 Far Hills Ave. Dayton, OH 45419 (513) 299-1731	C		8	8	Pres.: Jean B. Griffith, ASID; Des.: Bill Turner, Michelle Hatfield, Barbara Laufersweiler, Jill Freytag.	20		2	12	11	15	20	2	18					•		Univ. of Dayton, 30,000 Dayton Orthopedics, 40,000 The Petite Woman, 3,000 Central Trust Co.
Office Interiors, Inc. 432 Peterson Rd. Libertyville, IL 60048 (312) 680-0707	F		4	2	Pres.: Patricia J. Leahy; Dir. Des.: Susan Faramus.	83	5	10					2							•	Holiday Inn Crowne Cntr., 75,000 Bio-logic Systems Corp., 45,000 Quintel/Consort, 35,000
Organizational Designs Inc. 120½ W. Washington Ann Arbor, MI 48104 (313) 662-9458	C		5	4	Pres./Prin. Des.: Jane Hughes; Assoc. Des.: M. Elizabeth Slusser; Asst. Des.: Deborah Vliet.	65				5				30					•		BCOH Ann Arbor, 12,000 Fulkerson Group, 3,000 BCOH Detroit, 2,000 Huron Valley Girl Scouts, 13,032
PBNI Architects Inc. 120 W. 12th St., #1500 Kansas City, MO 64105 (816) 474-6910	A		30	5	Prin.: David Immenschuh; Assoc.: Jan Duffendack; Int. Des.: Diann Hilux, Barbara Hoffman; Arch.: Bob Simmons.	90							10					•			Shook Hardy Bacon, 160,000 IBM Reg. Off., 68,000 Hel. Spear. Kimberly, 20,000 American Red Cross, 18,000
Constantine George Pappas AIA 24724 Farmbrook Rd. Southfield, MI 48034 (313) 356-8988	A		5	2	Dir. Int. Arch.: Constantine Pappas.	20				20	20			20	20				•		Providence Hosp., 5,000 Oakland Gen. Hosp., 43,000 St. John Greek Church, 27,000 Alpha Bolt Co., 6,000
Parkes & Associates 240 W. Main St., Ste. 2100 Midland, MI 48640 (517) 631-9737	C		5	4	Pres.: Janet L. Parkes; Assoc. Des.: Marji Bosscher, Sheri Cadman, Maureen Lee.	85			5		5					5				•	
Pedco E & A Services, Inc. (PEAS) 11499 Chester, Cincinnati, OH 45246 (513) 782-4920	A		60	5	Mgr. Int. Des. Dept.: Lyn Liming; Int. Des.: Annette Smith, Jane Kopp, Kathy Groh, Kathy Ellert.	90										10		•			P.R. Duke Gov's. Hill, 120,000 Gen. Electric Co., 100,000 Proctor & Gamble, 100,000
Pedriana Gustafson Partnership PC 428 N. First St., Rockford, IL 61107 (815) 964-9700	A		11	3	Pres.: Duane G. Pedriana, AIA; VP: Rod. J. Gustafson, AIA; Dir. Int: Jacqueline Gommel, ASID, IBD.	30		30			30	.5		5					•		Rockford City Natl. Bank, 15,000 Camcar-Textron Corp., 30,000 Rockford Mem. Hosp., 12,000
Prinz Office Inc. 294 S. Main St., Akron, OH 44308 (216) 762-0721	C				Sr. Int. Des.: Timothy B. Prinz; Exec. Des.: Anita Thorpe; Int. Des.: Chris Clawson, Molly Ingersoll.	30		10	10	10	10	5	15	5	5			•			

Productive Business Interiors Inc./PBI 126 W. Columbia, Ft. Wayne, IN (219) 423-3482	F		27	7	VP/Owner: Kay Miller-Evans; Des. Mgr.: Molly McConnell; Sr. Des.: Kathy Peppler.	80		10			4	2	2	2					•		Waterfield Mortg. Bldg., 103,000 Navistar/IH Rel. Control, 15,000 Lincoln Bank, 17,000
Professional Interiors, Ltd. 9461 Dielman Rock Island Dr. St. Louis, MO 63132 (314) 432-1375	C		20	3	VP/Dir. Des.: Jeffrey E. Estacion; Sr. Des.: Judy Cherry Homes; Proj. Des.: Dianne M. Stanek.	20	40		10	30									•		Holiday Inn Mt. Pleasant, 90,000 Hotel Majestic St. Louis, 75,000 M & B Bar & Grille, 45,000 Ralph Williams Ent., 24,000
The Progressive Corp. 6671 Beta, Mayfield Vill., OH 44143 (216) 461-6655	P		5,000	3	VP: Lou Bloomfield; Sr. VP: Norton Rose; Sup. Fac. Plng. Dept.: Michele Miner; Des. Asst.: Jim Blakely.	100															Wilson Mills Complex, 450,000 Southeast Region, 82,000 OH Central Region, 80,000
Radious Design Inc. 510 First Ave. N, Minn., MN 55403 (612) 332-4367	C		4	4	Pres.: Glendel K. Huneycutt; Proj. Des.: Jane E. Daniels; Int. Des.: Meghan Cashman.	75		10					15						•		Natl. Car Rental, 240,000 Metro Agencies, 94,000 Schwan Sales Ent., 15,000
Renaissance Development Group Inc. P.O. Box 3575, Oak Brook, IL 60522 (312) 941-7081	A				Pres.: Timothy J. Gabel; Dir. Arch.: Terry Greiner; Dir. Comp. Des.: Joseph Kaye.	100													•		Butterfield Exchange, 700,000
A. E. Roby, Inc. 120 S. Main, Kenton, OH 43326 (419) 675-1118	F		15	4	Pres.: Jerry L. Smith; VP: Pamela R. Smith; Mgr. Cont. Des.: Nancy Brim, Lorie Forney.	65		10			5		2	10		8				•	Continental Telephone, 5,000 Home Savings, 15,000 Littleton Funeral, 15,000
Virginia Hawley Ross 127 Stone Ave., Lake Forest, IL 60045 (312) 234-0027	C				Int. Des.: Virginia H. Ross.	50								25		25				•	Abbott Labs./Intl. Div., 60,000 Abbott Labs./Diagnostic, 5,000 Glen Flora Country Club, 10,000
S & T Office Products Inc. 1000 Kristen Ct., St. Paul, MN 55110 (612) 483-4411	F		84	4	Dir. Des.: Sharon Hedlund; Int. Des.: Jill Hoffman, Nadine Schotz, Betty Seipel.	60		30				5	5							•	Comm. State Bank, 16,000 Carmichael Lynch Adv., 35,000 United Mortgage, 22,000
SBA Architects Inc. 24 W. Erie St., Chicago, IL 60610 (312) 943-2020	A		14		Secy./Treas.: Martin B. Schaeffer; VP: Alred J. Agazzi; Proj. Coord.: Michael Gedding, Scott Crumrine.	20	5	10	5	20	5		10	10		15			•		IBM, 43,000 Anne Arundel County MD, 26,000 Hertz, 5,000
Savage-Ver Ploeg & Assoc. 2929 Westown Pkwy. W. Des Moines, IA 50265 (515) 223-1635	A		11	6	Prin.: Robert Savage; Sr. Assoc.: Donald E. Snedden, Scott Hatfield, Steve Gray, Glenn Vondra.	60		20		10	5				5						Gaylord Container, 25,000 IA Dept. Economic Dev., 35,000 IA Jewish Life Cntr., 65,000 KCCI TV Studios, 60,000
Saxton Inc. 2857 Mt. Vernon Rd., SE Cedar Rapids, IA 52403 (319) 365-6967	F	3	24	6	Dir. Des.: Kim Auspurger Mescher; Sr. Des.: Leslie Dahl, Barb Rich.	65		10			15	10							•		Life Care Services, 100,000 TLS, 50,000 Norand DMC, 17,000 IE Corporate, 15,000
Schmidt Copeland & Assoc. Inc. 1220 W. Sixth, Cleveland, OH 44113 (216) 696-6767	A		12	2	Prin.: Richard T. Parker; Proj. Admin: Mark L. Wright.	75				10						15					Original Copy Centers, 20,000 GA Girl Scout Council, 25,000 Bank St. Cafe, 4,000
Al Schneider Design Inc. 1327 Jones Dr., Ste. 202 Ann Arbor, MI 48105 (313) 663-8889	C		4	4	Pres.: Al Schneider; Des.: Mary Pynnonen, ASID, Sharon Shemon, Diana Sandoval.	100													•		Blue Cross/Abbot Center, 60,000 Blue Cross/Grp. Hlth., 50,000 Warner Lambert/Parke D., 12,000 Buick Admin. Bldg., 15,000
Walter Scholer & Assoc., Inc. P.O. Box 808, Lafayette, IN 47902 (317) 474-1478	A		24	6	VP: Stephen K. Ford, AIA, Lee A. Cole, AIA; Assoc.: Lawrence F. Duell, RA, James E. Wilson, RA.	20					15	40	25					•			Batesville Pub. Lib., 20,000 Ball State Univ., 100,000 Medical Realty Co., 25,000
Scholtz-Kuehn & Assoc., PC Arch. 200 E. Third St., Davenport, IA 52801 (319) 326-2555	A		6	1	Pres.: Roman Scholtz; Int. Des.: Nancy J. Pheiffer, ASID.	27	6		6	5	222			11	6	17				•	Grain Process. Corp., 21,925 MS Valley Blood Center, 6,572 Cinnamon Corner, 3,300

(continued)

100,000-499,000 SQ.FT.

CATEGORY III

FIRM CATEGORY KEY* Contract Designer C Architect Specifying Interiors A Contract Furnisher /Office furniture Dealer F Facility Planner (in-house) P Government Agency G Hotel/Motel/Restaurant M Health Care H Educational E	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1986 PROJECTS: Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	ANNUAL VOLUME: $1 million-over	$500,000-$999,999	$100,000-$99,999	Under $100,000	CURRENT PROJECTS NUMBER OF SQ. FT.
Jean Sedor Designs 305 S. Main St., Janesville, WI 53545 (608) 754-7722	C		6	2	Pres.: Jean Sedor; Secy.: Daniel Sedor; Int. Des.: Margo Esser.	65		10		2	3			20						●	Rockland Savings & Trust, 20,000 Blackhawk Cntry. Club,. 20,000 Kjell Water Consultants, 6,000
Serena-Sturm Architects Ltd. 235 Anthony, Northbrook, IL 60062 (312) 564-0370	A		9	4	Pres./Des. Prin.: Bill Sturm; Proj. Prin.: Marty Serena; Proj. Rep.: Tom Raveret, Bob Mangas, Ken Watkins.	80				10	10								●		Callaghan & Co., 70,000 Franklin Enterprises, 12,000 Solo Cup, 15,000
Shea Architects, Inc. 600 First Ave. N., Minn., MN 55403 (612) 339-2257	A	1	27	4	Pres.: David A. Shea III; Proj. Mgr.: Sharon Gibbons; Asst. Proj. Mgr.: Janice Linster, Carolyn Clark.	15	10	60	5	10										●	MN World Trade Center, 175,000 Norwest Center, 450,000 Norwest OP. Center, 540,000
Roger Sherman Assoc. Inc. 13530 Michigan Ave., Ste. 300 Dearborn, MI 48126 (313) 582-8844	A		13	8	Pres.: Roger Sherman; Dir. Des. & Ops.: Joy Walker; Dir. Arch.: Mike Jones; Des.: Jon Sarkesian.		25			20				5		50		●			Townsend Hote, 69,000 Univ. MI S. Quad, 12,600 Polo Restaurant, 4,500 Kingsley Inn, 70,000
J.W. Sih & Associates, Inc. 35 E. Wacker Dr., Chicago, IL 60601 (312) 372-2092	A		14		Proj. Mgr.: Daniel Sih; Arch.: Thomas H. Kane.								75			25					3rd Dist. Court Bldg., 300,000 8th Dist. Court Bldg., 300,000 Howard St. CTA Tower, 2,500
Spener Restaurant Design Inc. 728 Hanley Ind., St. Louis, MO (314) 781-2200	M		12	5	Pres.: C.J. Spener; Int. Des.: Eugene Christopher; Proj. Arch.: Cheri Favier.		30			65	5										Pacific Cafe, 3,000 Tony's Restaurant, 2,000 Natl. General Ins., 2,000
Stegmans Interior Design 7925 N. Paragon, Centerville, OH (513) 435-7900	C		22	5	Pres.: David W. Stegmans; VP: Thomas H. Stegman; Dir. Des.: Jack R. Bowman.	30	20	10		30				10					●		Expo 80 Riyadh, 75,000 Monte Zian Chevrolet, 14,000 Rhapsody Restaurant, 12,000
Stern Fixture 1910 Locust, St. Louis, MO 63103 (314) 436-5400	F		24	3	CEO/Sr. Des.: Mal Dardick; Sr. Des.: Joan Colegrove; Asst. Des.: Joni Boland.		10		5	80	5									●	Gian Fabio's Rest., 3,900 Alton Ramada Inn, 15,000 Wehrenberg Theatres, 5,000
TMP Associates, Inc. 1191 W. Square Lake Rd. Bloomfield Hills, MI 48013 (313) 338-4561	A	1	70	5	VP Des.: John J. Castellana, AIA; Int. Des. Dir.: Karen Ashker, ASID; Sr. Int. Des.: Sherry Innes, ASID; Int. Des.: Kara Albrecht.	73						20	5		2			●			Unisys Corp. Relocation, 100,000 Lansing Exhib. Center, 106,400 Wooster Coll. Music, 41,000
Mark Vosbeek Ltd. 118 E. 26th St., Minn., MN 55404 (612) 872-8833	C		4	4	Pres.: Mark Vosbeek; Secy./Treas.: Mary Vosbeek; Int. Des.: Susan Gilmore; Arch. Draft: David Pelner.	60		15				25							●		Green Tree Acceptance, 50,000 United Way Minneapolis, 50,000 Hennepin Cnty. Library, 10,000
WVP Corporation 2810 S. Grand, St. Louis, MO 63118 (314) 664-8886	A	1	65	9	VP: Theo. Jockenhoefer; Arch.: Paul Tripodi, Draftsman: Jeff Bumb, John Yandro, Tim Schwartz.						20		60	10		10	●				MO School For The Blind, 4,000 MO State Hosp., 40,000 Bridgeton Fire Dist. HQ, 10,000

Wasserstrom Company 477 S. Front, Columbus, OH 43215 (614) 228-6525	F		45	8	Exec. VP: Eric Baum; Asst. VP: Brian C. Welch; Div. Mgr.: Keith Karr; Concept Grp. Mgr.: Denny Klingbeil; Spc. Plng. Consult.: Boris Mehoff.	72	1	8			2	10	6		1				•		Coopers & Lybrand, 125,000 Franklin County, 10,000 State of Ohio, 270,000
West Office Equipment 312 W. Third, Davenport, IA 52801 (319) 324-3273	F	3	18		Pres.: Richard J. Petty; Sales: Stephen Petty.	97									3						DuPont, 1,500 Enron Chemical, 2,000 United Beverage, 12,000
Theodore Yessayan Assoc., Arch. 30785 Grand River Ave. Farmington Hills, MI 48024 (313) 476-5010	A				Arch./Proj. Dir.: Claude E. Oleson; Spc Plnr.: James Bauer; Prin. Arch.: Theodore Yessayan.	20			60	5			10	5							H.R. Krueger, 8,000 Pine Tree Assoc., 30,000 Sohigian & Partners, 3,500

UNDER 100,000 SQ.FT. — CATEGORY IV

A5, Allers & Associates Architects P.O. Box 585, Boston Centre Ft. Dodge, IA 50501 (515) 573-2377	A		5	2	Owner/Prin.: Terry L. Allers; Des.: Randall Milbrath.	40					40	10	5	5			•				Snap-on Tools, 17,000 United States Gypsum, 10,000 IA/IL Bldgs., 10,000 Radcliffe Telephone, 6,000
G. Alan Associates Ltd. 4238 Ramsgate, Bloomfield Hills, MI (313) 855-1466	C		12		Pres.: Gary A. Rubin; VP: Suzanne Rubin; Matthew Cohn, Chris Ruggero.	10			40	5				45			•				Birmingham Drug Store, 5,800 Bonwit Teller Jewelry, 1,000 Bonwit Men's Dept., 8,000
Associated Office Supply 419 S. Monroe St., Monroe, MI 48161 (313) 241-5055	F		14	3	VP: Edward R. Dobie Jr.; Mgr.: Theresa Ford.	30		30						40							Clark & Terino, 400 Rutledge, 400 Krueger Real, 500
Associates Design Group 6283 Walnut Lake Rd. W. Bloomfield, MI 48033 (313) 661-2825	C	1	3	3	Des./Arch.: Arnold Sabaroff; Color Styl./Spec.: Pauline Sabaroff.	15			70	15								•			European Auto Svc., 20,000 A.I. Rent-A-Car, 600 Jack's Place, 750 Honey Tree, 1,500
Clute Office Equipment Inc. 17 E. Central Ave., Minot, ND 58707 (701) 838-8624	F		13	1	Pres.: Jim Clute; Barry Clute.	90					5		5								
Craig-Hamm Inc. 4815 Fauna, Indianapolis, IN 46234 (317) 293-3381	C		2	2	Pres./Int. Des.: Joseph G. Hamm, ASID; Int. Des.: Catherine A. Nay, ASID.	10		65						25						•	Natl. Wine & Spirits, 6,000 Madison Cnty. Credit Un., 4,500 IN Natl. Bank, 7,000
K.M. Davis & Assoc. 601 Main St., Lafayette, IN 47901 (317) 423-1589	C		4	3	Ptnr.: Kathy Davis, Dawn Lehman; Jr. Des.: Donn Ping.	40		5	30	5				20						•	1st Ins. Group, 6,500 Consolidated Union, 8,000 The Unicorn, 2,500
Mario P. Deri & Assoc. 3447 N. Lincoln, Chicago, IL 60657 (312) 281-1370	A	1	5	2	Arch.: Mario P. Deri; Des.: Edw. Diamond.	60		15	25												Dimensions In Fashion, 45,000 Chicago Commons Assn., 7,500
Design Organization 103 E. Indiana, Vaparaiso, IN 46383 (219) 462-1102	A	1	15	5	Arch.: Douglas Pierce, Spero Valalanis; Des.: Katharine Kubiva, John Heidbrieder.	10		50	5	5	30						•				Franklin MHC, 10,000 1st Fed. S & L, 15,000 J.D. Searle, 100,000
The Designers 101 N. 39th, Omaha, NE 68131 (402) 551-2977	C		5	5	Pres./Sr. Des.: Marilyn S. Hansen, ASID; Assoc., Des.: Donna Ervin, Sharon Shaw.	10	10	30		10				30	10					•	1st Natl. Bank, 4,000 Omaha Bedding Co., 2,000 W. Dodge Med. Cntr., 3,000

(continued)

UNDER 100,000 SQ.FT.

CATEGORY IV

CATEGORY KEY*
Contract Designer C
Architect Specifying Interiors A
Contract Furnisher /Office furniture Dealer F
Facility Planner (in-house) P
Government Agency G
Hotel/Motel/Restaurant M
Health Care H
Educational E

FIRM	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1986 PROJECTS: Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	ANNUAL VOLUME: $1 million-over	$500,000-$999,999	$100,000-$99,999	Under $100,000	CURRENT PROJECTS NUMBER OF SQ. FT.
Denise Drake Interior Design 1329 Third St. N., Fargo, ND 58102 (701) 232-0962	C		3	3	Owner/Int. Des.: Denise Drake; Arch.: Barry Ringland, Christine Renhowe.	30		20	5		30			10	5				•		Dakota Med. Cntr., 24,000 Cass Cnty. Bldg., 36,000 State Bank of Fargo, 9,000
FEH Associates Inc. 406 Home Fed. Bldg., Sioux City, IA (712) 252-3089	A	1	13		VP: James Champion; Pres.: Howard Heil; Proj. Arch.: Kenneth L. Keith.	50		40				10							•		1st Natl. Bank, 25,000 Gordon Chemical, 32,000 U.S. Postal Service, 20,000
Franklin-Harris Int. Des. 131 W. 22nd, Indianapolis, IN 46218 (317) 923-2600	C		3	2	Proj. Dir.: Patty Franklin; Des. Concept: Carole Harris; Proj. Consult.: Brad Bowden.	20						10		40	30						Light of the World, 400,000 Dept. of Pub. Works, 12,000 Especially For You Cards, 4,000
The Franklin Office Products Co. 228 Huron St., Toledo, OH 43604 (419) 241-6161	F	1	100	2	VP/Furn. Div.: Ralph Pearsall; Int. Des.: Mrs. Jennifer Wulf, Ms. Amy Fulton.	85		15											•		Clauss Cutlery, 5,000 Software Alternatives, 6,000 Toledo Trust, 9,000
Jane J. Graham Interior Designer 2215 N. Cleveland, Chicago, IL (312) 377-3838	C		3		Owner: Jane J. Graham.	100														•	Sonnenschein Carlin Nath, 55,000 Draper & Kramer, 20,000
Gray Design Group Inc. 7529 Forsyth, Clayton, MO 63105 (314) 863-1101	C		11	11	Pres.: Wendy Gray; VP: John Gray; Arch.: Jerry Boland; Int. Des.: Lori Bauer, Barbara Horan;	100													•		Johnson Higgins, 11,000 Computer Sales Intl., 19,000 Midland Dev. Group, 8,271
Hemphill Vierk Dawson 941 "O" St., Rm. 908, Lincoln, NB (402) 476-2709	A		6	1	Arch.: Robert C. Dawson; Des.: Ed Bukacek.	50		10		20		10		10			•				Branch Bank, 2,250 Mortuary Addtn., 5,000 Law Office, 2,000
Interior Associates Inc. 300 S.W. Fifth, Des Moines, IA 50309 (515) 244-0193	F	1	35	5	Des. Mgr.: Linda Orton, IBD; Asst. Des. Mgr.: Kathy Schlarbaum; Int. Des./ Spc. Plnr.: Jodi Parrott	80		5			15									•	Ahern-Pershing Co., 11,000 Equitable Life, 100,000 Farm Bureau, 300,000
Klimek McCann Assoc. 175 N. Franklin, Chicago, IL 60606 (312) 236-8766	C		8	2	Ptnr.: Carl R. Klimek, AIA, Janet McCann, ASID.	40		20				40									Stein Roe Farnham, 60,000 Schnadig Corp., 28,000 Prospect High, 12,000
Ralph Korte Interiors 7 Highland Indus., Highland, IL (618) 654-8611	C	2	112	4	Mgr.: Jane W. Louer; Proj. Des.: Colleen Potthast, Tom Holtzscher.	44		54			2								•		IL Fed. S & L Belleville, 20,000 IL Fed. S & L Fairview, 14,000 CyberTel, 15,000
Deby Lebow Design Assoc. 28575 Lowell, Southfield, MI 48076 (313) 559-2168	C	1	3		Owner/Des.: Deby Lebow.	25			25	25	25									•	Rockland Holocaust Cntr., 1,500 Holocaust Educ. Cntr., 1,500 Ronaldo's Gourmet Pasta, 1,500

Lipaj-Tomsik Architects/Planners 1111 Terminal Tower, Cleveland, OH (216) 781-7385	A	1	8	3	Ptnr.: Thomas E. Tomsik, John F. Lipaj; Des: T. Michael Tomsik.	5	5	5	5	5	30	15	5	20	5				•		Cuyahoga Comm. Coll, 36,200 Snavely Co., 206,000 SW Health Care, 47,000
Madel Gibbons Associates 410 S. Michigan, Chicago, IL 60605 (312) 341-0040	A		5	2	Ptnr.: Douglas Madel, Richard Gibbons.	10			40	30				20			•				Attorney's Offices, 13,000 NW Atrium/Store, 1,000 Chicago Restaurant, 3,000
McConnell Steveley Anderson Arch. 3405 Mt. Vernon, Cedar Rapids, IA (319) 363-2695	A		5		Pres.: Richard D. McConnell; VP: Craig A. Anderson; Proj. Arch.: Robert H. Warner, Thomas F. Ertz.	20		10			5	30	30	5					•		Moyer & Bergman, 25,000 Abild Construct., 25,000 Banc Iowa, 20,000
K.R. Montgomery & Assoc. Inc. 33 W. Tenth St., Anderson, IN 46016 (317) 649-8477	A		8	2	Owner/Arch.: Kenneth R. Montgomery, AIA; Owner/Int. Des.: Shirley A. Montgomery			10		2	20	62		5	1		•				Anderson Main Lib., 50,000 Anderson Pub. Lib., 15,000 Anderson Banking Co., 8,000
Office Concepts 319 Broadway, Waterloo, IA 50703 (319) 234-1221	F		15	2	VP/Proj. Dir./Int. Des.: Jerry Spurgat; Int. Des.: Michael Mahaffey.	20		60			10	10								•	Peoples Bank & Trust, 31,000 Control-o-fax Corp., 16,000 Wash. Fed. S & L, 5,100
Office Interiors W226 N887 Eastmound, Waukesha, WI (414) 549-5800	F		3	1	Assoc.: Allen Leinberger.	25		25			30				20						WLCFS, 20,000 ARRUPE, 16,000 St. John Church, 4,000
Weld Ransom Design 3133 James Ave. S., Minn., MN (612) 823-3075	C		1	1	Owner: S. Weld Ransom.	100														•	Offerman & Co. 15,637 Edina Realty, 24,000 Blueline Software, 8,000
Seligson Associates Inc. 106 W. 14th, Kansas City, MO 64105 (816) 421-4133	A		5	4	Pres.: Theodore Seligson; Assoc.: Larry Horning, Susan Rice.	40		10					10	40						•	Miller & Blume, 4,200 Bartle Hall, 100,000
Robert K. Seymour Arch. 9210 Lathers, Livonia, MI 48150 (313) 421-7060	A		2	1	Owner/Arch.: Robert Seymour.	10			10	60			20						•		Cobbler Shop, 600 City of Westland, 2,000 Annacraz, 600
She Interior Design 5873 Springwater, W. Bloomfield, MI (313) 855-0346	C	1	3	1	Pres.: Sheila D. Hall; Exec. Mgr.: Pat Bruce.	30					50			20					•		Century 21 Today, 3,300 Dr. Bernard Sanders, 1,200 Frank & Connie Latimer, 4,200
Sifford Contract Interiors 1675 E. Seminole, Springfld., MO (417) 882-8222	F	1	12	4	Pres.: David L. Sifford; Dir. Int.: Sherry Barton-Young; Int. Des.: Constance Rogers, John Felton.	40		25		15	5		10	5						•	Forney Army Air Term., 1,500 Western Sizzlin Rest., 5,500 Ferrell-Duncan Clinic, 7,200
Sit Associates Inc. One E. Wacker, Chicago, IL 60601 (312) 645-0007	A		5	2	Pres./Proj. Arch.: Robert Sit; Des.: Dickson Abu.	10			10	50				30					•		H. Young Chinese Rest., 3,000 Yellow Freight Systems, 2,475
Spaceman Arch., Planning & Int. Des. 1936 N. Main, Dayton, OH 45405 (513) 275-8376	A		5	2	Prin.: Robert Vilkas; Des.: Chris Nash, Ken Green.	10		30	30	30									•		Trustcorp Bank, 8,000 White Bros., 30,000 Nicar Mgmt., 10,000
George Svoboda Arch. 2445 Riverwoods Rd., Riverwoods, IL (312) 945-9577	A		2	2	Owner; George Svoboda; Int. Des.: Marilyn Farnsworth.	20				70					10						Capt. Smith, 10,000 U.S. Submarine, 1,500 Moorehead, 4,000
Szott's of Peru Rte. 1 & Wenzel Rd., Peru, IL 61354 (815) 223-6307	C		17	4	VP/Int. Des. Consult.: Mr. Fran Szott; Int. Des. Consult.: Sheila Szott; Inst. Spec.; Henry Szott Jr.	40			30	10	20										St. Margarets Hosp., 10,000 IUC Hosp., 6,000 Peru Mall, 800
Williams Business Interiors 11 E. University, Champaign, IL 61820 (217) 359-0717	F		5	3	Pres.: Diana S. Williams; Des./Sls. Rep.: Ravonda Huftalin.	60		20			10		5	5						•	Doddson Trvl., 2,500 Rassmussen Comm., 10,000 Huston-Patterson, 4,500



Larsen, **Circle No. 313.**

This specifier's guide to contract wallcovering has approximately 140 listings and encompasses product offerings from carpet to scrubbables. Edited by category and application in the marketplace, firms with quick ship programs are listed, as well as normal delivery times for all companies. Other useful information such as roll widths, weights, backing, and product types is also included. We hope you find it to be a valuable specification source.—**The Editors.**



Coral of Chicago, **Circle No. 348.**

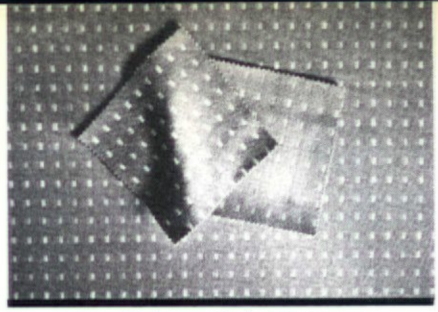
WALLCOVERING DIRECTORY PINPOINTS LINES & SOURCES

Approximately 140 sources represented in CONTRACT's latest specification guide

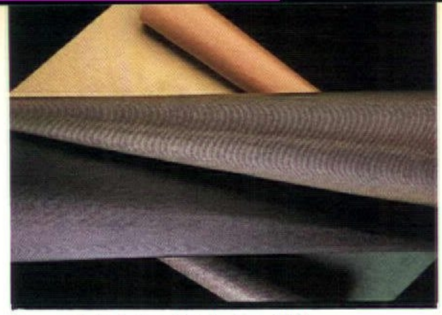
Firm	Products																		Backing			Roll Widths	Roll Weights	Coordinated	Fire Retard	Normal Delivery	Quick Ship	Quick Delivery	Retail	Trade
	Carpet	Cork	Fabrics	Flock	Foil	Grass	Hand	Leather	Mirror	Mylar	Panel	Paper	Scenics	Sculpt.	Strip	Vinyl	Wood	Scrub	Precut	Scrim	Paper									
Hamilton Adams Imports 104 W. 40th St. New York, NY 10018 (212) 221-0800			•																		•	24-56"				3 days	•	3 days		•
Alanod USA, Inc. 5339 Spring Valley Rd. Dallas, TX 75240 (214) 233-0424					•				•	•									•			to 52"			•	6-8 weeks	•	5 days	•	•
Robert Allen Fabrics 261 Fifth Ave. New York, NY 10016 (212) 696-0535			•													•					•	54"	1.51lbs/yd	•	•	4-6 weeks	•			•
Ametex Contract Fabrics 261 Fifth Ave. New York, NY 10016 (212) 696-0535			•	•		•							•	•							•	27-54"		•	•	to 20 weeks				•
Amoco Fabrics & Fibers Co. 900 Circle 75 Pkwy. Atlanta, GA 30339 (404) 226-6900			•																			54"								•



Winfield Design Assoc, **Circle No. 310.**



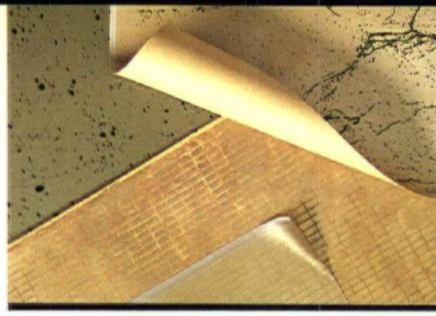
International Fabrics, **Circle No. 314.**



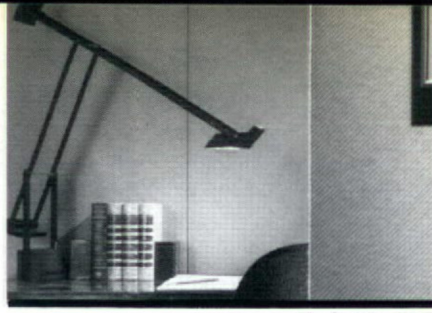
Carnegie Fabrics, **Circle No. 321.**

Firm	Products																		Backing			Roll Widths	Roll Weights	Coordinated	Fire Retard	Normal Delivery	Quick Ship	Quick Delivery	Retail	Trade
	Carpet	Cork	Fabrics	Flock	Foil	Grass	Hand	Leather	Mirror	Mylar	Panel	Paper	Scenics	Sculpt.	Strip	Vinyl	Wood	Scrub	Precut	Scrim	Paper									
Arc-Com Fabrics, Inc. 33 Ramland S. Orangeburg, NY 10962 (914) 365-1100			•																		•	26″-56″		•	•	3 days	•	1 day		•
Architex 625W. Jackson Blvd. Chicago, IL 60606 (312) 454-1333			•												•	•					•	27-66″		•	•	1week	•	2 days	•	
Armstrong P.O. Box 3001 Lancaster, PA 17604 (717) 397-0611											•								•			30″		•			•			•
Astor Wallcovering 85 Lincoln Hwy. South Kearny, NJ 07032 (201) 344-1371						•				•		•	•		•	•						28-54″		•			•			
Bangkok Inds., Inc. 4562 Worth St. Philadelphia, PA 19124 (215) 537-5800											•						•		•			2-4′				1 day				•
Bangor Cork Co., Inc. P.O. Box 125 Pen Argyl, PA 18072 (215) 863-9041		•														•						4-6′			•	1-2 weeks	•	1 day		•
Belgian Textiles, Inc. 707 Race St. Cincinnati, OH 45202 (513)561-1181			•																		•	36″	14-15 oz/yd			1 week	•	2 days		•
J.P. Blomquist 412 Teal Austin, TX 78734-4347 (512) 261-4414			•					•														to 54″	640 grams	•	•	2 days-4 weeks	•	2 days		•
Norton Blumenthal, Inc. 979 Third Ave. New York, NY 10022 (212) 752-2535			•			•	•	•				•			•	•		•	•	•	•	20-54″		•	•	3 days	•	1 day		
Bock Designs 5825 Excelsior Blvd. Minneapolis, MN 55416 (612) 927-1888			•		•	•					•	•	•		•	•		•	•		•	27-54″		•	•	3 days	•	1 day		
Bolta Wallcoverings 401 Hackensack Ave. Hackensack, NJ 07601 (201) 489-0100															•	•		•	•	•		27-54″	12-54oz							
Brunschwig & Fils, Inc. 979 Third Ave. New York, NY 10022 (212) 838-7878			•				•	•		•		•	•			•						20-28″		•	•	5 days	•	1 day		
Canadian General-Tower 457 Reynolds St. Oakville, ON Canada L6J 5C8 (416) 844-3213																•			•	•	•	27″-60″			•	3 weeks	•	1 day		•

WALLCOVERING GUIDE

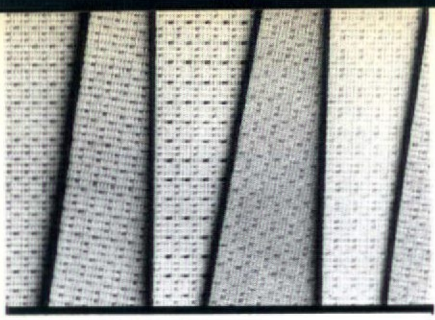


HGH Design Group, **Circle No. 315.**



Armstrong, **Circle No. 349.**

	Products																		Backing											
Firm	**Carpet**	**Cork**	**Fabrics**	**Flock**	**Foil**	**Grass**	**Hand**	**Leather**	**Mirror**	**Mylar**	**Panel**	**Paper**	**Scenics**	**Sculpt.**	**Strip**	**Vinyl**	**Wood**	**Scrub**	**Precut**	**Scrim**	**Paper**	**Roll Widths**	**Roll Weights**	**Coordinated**	**Fire Retard**	**Normal Delivery**	**Quick Ship**	**Quick Delivery**	**Retail**	**Trade**
Capaul Corp. 1300 Division St. Plainfield, IL 60544 (815) 436-8500			●																		●	51"-62"		●	●	2 weeks				
Carnegie Fabrics 110 N. Centre Ave. Rockville Centre, NY 11570 (516) 678-6770			●																			53" avg.		●						
Chemetal Corp. P.O. Box 929 Norwalk, CT 06854 (203) 866-5256					●														●			24-48"	8 oz/ sq. ft.		●	5-10 days	●	1 day		●
China Seas, Inc. 21 E. 4th St. New York, NY 10003 (212) 420-1170			●				●					●				●		●			●	4-27"		●	●	24 hrs	●	24 hrs		●
Coburn Corp. 1650 Corporate Rd. W. Lakewood, NJ 08701 (201) 367-5511					●				●	●						●		●			●	24"				2 weeks				●
Columbus Coated Fabrics 1280 N. Grant Ave. Columbus, OH 43216 (614) 297-6032																●			●			27-54"		●	●	4 weeks	●	1 week		●
Combeau Inds. 1400 Welsh Rd. North Wales, PA 19454 (215) 628-2000			●		●					●					●							30-54"			●	6-8 weeks	●	1 day		●
Contemporary Hides 4250D Morena Blvd. San Diego, CA 92117 (800) 257-2911								●																	●	4-6 weeks	●			
Coral of Chicago 2001 S. Calumet Ave. Chicago, IL 60616 (312) 225-5800			●																		●	48-54"	12-30 oz		●	1 day	●	1 day		●
DecoGard Prods., Inc. P.O. Box 400, Rte. 405 Muncy, PA 17756 (717) 546-2255															●	●		●	●			4'	various		●	3-4 wks	●	2-3 weeks	●	●
DesignTex Fabrics, Inc. P.O. Box 7708 56-08 37th Ave. Woodside, NY 11377 (718) 335-9000			●															●	●		●	various	various	●	●	24 hrs	●	24 hrs	●	●
Durawall, Inc. 979 Third Ave. New York, NY 10022 (212) 355-3888		●	●			●				●						●						27-54"								



OJVM, **Circle No. 311.**



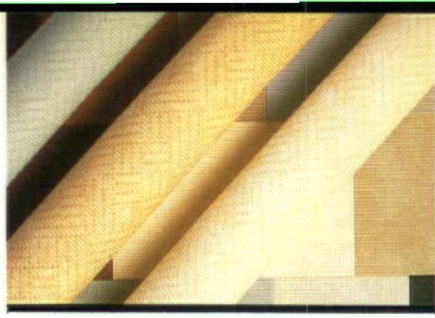
Imperial Wallcoverings, **Circle No. 318.**



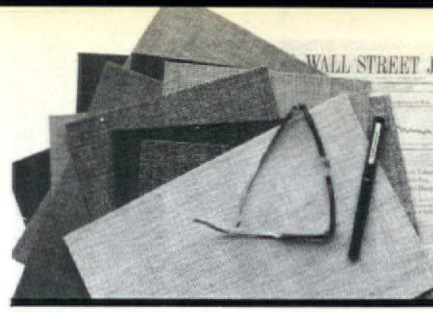
Adam James/J.M. Lynne, **Circle No. 338.**

Firm	Products: Carpet	Cork	Fabrics	Flock	Foil	Grass	Hand	Leather	Mirror	Mylar	Panel	Paper	Scenics	Sculpt.	Strip	Vinyl	Wood	Scrub	Backing: Precut	Scrim	Paper	Roll Widths	Roll Weights	Coordinated	Fire Retard	Normal Delivery	Quick Ship	Quick Delivery	Retail	Trade
Dyrotech Industries, Inc. P.O. Box 2429 Joliet, IL 60434 (815) 727-5000 (800) 435-0080 Contact: Bill E. Niswonger											•							•	•			4′	various		•	1 week	•	1 week		•
Eagle Plywood & Door Manuf., Inc. 450 Oak Tree Ave. S. Plainfield, NJ 07080 (201) 668-1460 Contact: Tom Scott											•						•								•		•		•	•
Entol Inds. 8180 NW 36th Ave. Miami, FL 33147 (305) 696-0900															•										•		•			
Environmental Graphics 15295 Minnetonka Blvd. Minnetonka, MN 55345 (612) 938-1300													•		•			•				13′8″				5 days	•	1 day		•
Essex Wallcoverings 401 Hackensack Ave. Hackensack, NJ 07601 (201) 489-0100															•	•		•		•		27-54″	12-34oz							
Eurotex, Inc. 165 W. Ontario St. Philadelphia, PA 19140 (215) 739-8844	•		•																			6′7″	60 oz/ sq yd			immedi-ate	•	2 days		
Flexi-Wall Systems P.O. Box 88 Liberty, SC 29657 (803) 855-0500			•													•						48″	22oz/ sq. yd		•	1 week	•	2 days		•
Flexible Materials, Inc. 11201 Election Dr. Louisville, KY 40299 (502) 267-7717																	•				•				•	4 weeks	•	5 days		
Forbo N.A. 218 W. Orange St. Lancaster, PA 17603 (717) 393-3657		•										•				•		•	•			various			•					•
Frankel Assoc., Inc. 1122 Broadway New York, NY 10010 (212) 679-8388			•													•					•	39½″-60″	6-25oz/ sq yd		•	4 weeks	•	1 day		•
General Drapery Svcs. 635 W 23rd St. New York, NY 10011 (212) 924-7200			•							•												114″			•	4-6 weeks			•	•
General Felt Inds., Inc. Park 80 Plaza W. One Saddle Brook, NJ 07662 (201) 843-0900	•																					48″ & 12′	16 oz/ sq yd			2 weeks				•

WALLCOVERING GUIDE

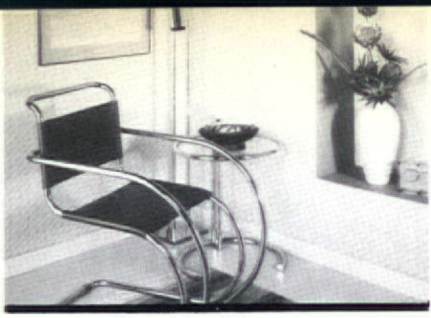


Columbus Coated Fabrics, **Circle No. 317.**

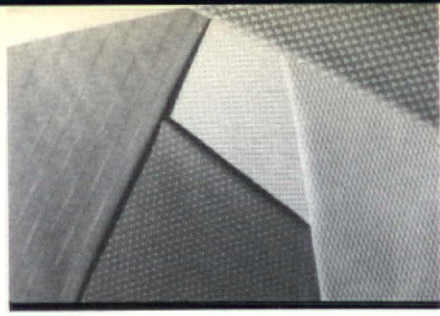


Gold Bond Building Products, **Circle No. 312.**

	Products																		Backing											
Firm	**Carpet**	**Cork**	**Fabrics**	**Flock**	**Foil**	**Grass**	**Hand**	**Leather**	**Mirror**	**Mylar**	**Panel**	**Paper**	**Scenics**	**Sculpt.**	**Strip**	**Vinyl**	**Wood**	**Scrub**	**Precut**	**Scrim**	**Paper**	**Roll Widths**	**Roll Weights**	**Coordinated**	**Fire Retard**	**Normal Delivery**	**Quick Ship**	**Quick Delivery**	**Retail**	**Trade**
Genon Wallcoverings 401 Hackensack Ave. Hackensack, NJ 07601 (201) 489-0100															•	•		•	•	•		27-54″								
Glidden 925 Euclid Ave. Cleveland, OH 44115 (216) 344-8216						•									•	•						27-54″					•			
Gold Bond Bldg. Prods. 2001 Rexford Rd. Charlotte, NC 28211 (704) 365-7300											•											4′					•			•
B.F. Goodrich 500 S. Main St. Akron, OH 44318 (216) 374-2098			•				•								•	•		•		•	•	27-55″			•	24-48 hrs				•
Greeff Fabrics 150 Midland Ave. Portchester, NY 10573 (914) 939-6200			•			•		•				•			•	•						23-27″		•	•		•			
Gretchen Bellinger, Inc. 330 E. 59th St. New York, NY 10022 (212) 688-2850			•					•														various	various	•						•
Guilford Inds. of Maine Park 80 West II Saddle Brook, NJ 07662 (201) 845-3600			•												•				•		•	27-54″	10-24 oz		•					
HGH Design Group, Ltd. P.O. Box 1074 New York, NY 10013 (212) 925-5925												•				•			•	•	•	28-54″	12 oz	•		2-4 weeks	•	1-3 days		•
S. Harris & Co., Inc. P.O. Box 2856 991 Francisco St. Torrance, CA 90502 (213) 538-4900			•																			29-54″				4 weeks				•
Hendrick Textiles Ltd. 199 E. 17th St. Holland, MI 49423 (616) 396-0464			•																			54″		•			•			
S.M. Hexter 2800 Superior Ave. Cleveland, OH 44114 (216) 696-0146	•	•	•	•		•		•		•		•	•	•	•	•						various					•			
Homestead Fabrics, Inc. 135 W. 41st St. New York, NY 10036 (212) 221-4700			•																			66″	10-16 oz/yd	•	•	4 weeks	•	1 day		•
Imperial Wallcoverings 23645 Mercantile Rd. Cleveland, OH 44122 (216) 464-3700																•	•		•			27″		•	•		•			•



Sunworthy, **Circle No. 325.**



Brunschwig & Fils, **Circle No. 335.**



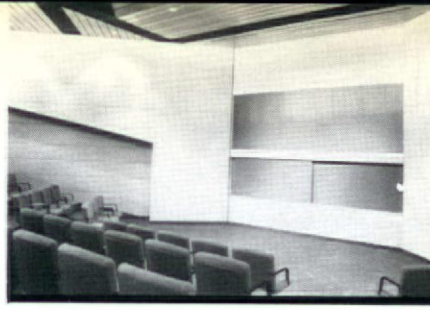
BF Goodrich, **Circle No. 330.**

Firm	Products: Carpet	Cork	Fabrics	Flock	Foil	Grass	Hand	Leather	Mirror	Mylar	Panel	Paper	Scenics	Sculpt.	Strip	Vinyl	Wood	Scrub	Backing: Precut	Scrim	Paper	Roll Widths	Roll Weights	Coordinated	Fire Retard	Normal Delivery	Quick Ship	Quick Delivery	Retail	Trade
Importex 1201 Story Ave. Louisville, KY 40206 (502) 583-8382			•			•															•	39.7-96"	12-48 oz.		•	1 day	•	1 day		•
Innovations In Wallcoverings 969 Third Ave., 4th Fl. New York, NY 10022 (212) 935-6996			•									•				•				•	•	36-56"			•					•
Insul-Art Acoustics Corp. 107 Allen Blvd. Farmingdale, NY 11735 (516) 694-0002		•	•								•					•		•				to 60"		•	•	6-8 weeks	•	4 weeks	•	•
International Fabrics P.O. Box 27261 High Point, NC (919) 434-4121			•					•							•	•		•			•	51-54"		•	•	4 weeks	•	48 hrs		•
Intex Plastic Sales Co. 1255 Lynnfield Memphis, TN 38119 (901) 761-1370																•				•		27-54"	12-20 oz/yd		•	72 hrs	•	1 day		•
J. Josephson, Inc. 20 Horizon Blvd. So. Hackensack, NJ 07606 (201) 440-7000					•	•	•			•			•		•	•		•	•	•	•	27-54"	10-21 oz/yd	•	•	48 hrs	•	1 day	•	•
KCR Fabrics, Inc. 867 Merchandise Mart Chicago, IL 60654 (312) 644-4287			•										•		•	•						27-54"		•	•		•			
Kinney Contract 23645 Mercantile Rd. Cleveland, OH 44122 (216) 464-3347	•	•	•	•	•	•	•	•		•	•	•	•	•	•	•	•	•	•	•	•	20-57½"	12-32 oz/yd	•	•	1-4 weeks	•	1 day	•	•
Kleen-Tex, Inc. P.O. Box KT1 La Grange, GA 30241 (800) 241-2323			•																			54"		•			•			
Knoll Intl. 655 Madison Ave. New York, NY 10021 (212) 826-2400	•		•				•	•			•				•						•	54"		•	•	3-5 days	•	1 day		•
Boris Kroll Fabrics 979 Third Ave. New York, NY 10022 (212) 755-6200 Contact: Helen Hamlyn			•																			54-66"	12-15oz	•	•	4 weeks	•	2 weeks	•	
Laminating Svcs., Inc. P.O. Box 32159 Louisville, KY 40232 (502) 458-2614 Contact: Steve Moad		•	•			•										•	•			•		53-54"		•	•	1-3 weeks				•

WALLCOVERING GUIDE

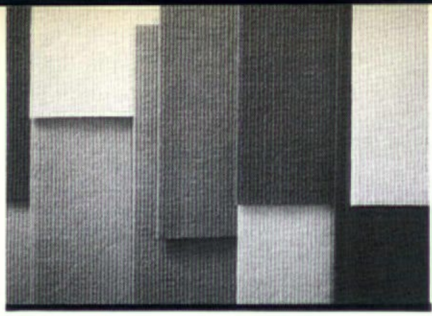


Architex, **Circle No. 353.**

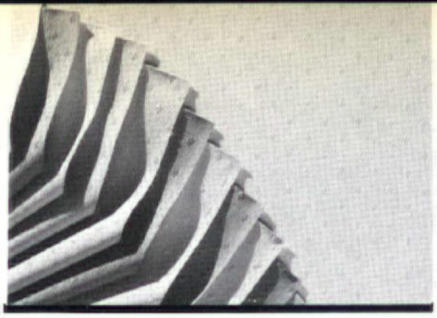


StretchWall, **Circle No. 336.**

Firm	Products: Carpet	Cork	Fabrics	Flock	Foil	Grass	Hand	Leather	Mirror	Mylar	Panel	Paper	Scenics	Sculpt.	Strip	Vinyl	Wood	Scrub	Backing: Precut	Scrim	Paper	Roll Widths	Roll Weights	Coordinated	Fire Retard	Normal Delivery	Quick Ship	Quick Delivery	Retail	Trade
Larsen 41 E. 11th St. New York, NY 10003 (212) 674-3993	•		•				•	•					•											•	•					•
Lazarus Contract 9303 E. 46th St. Tulsa, OK 74147 (800) 331-3850			•																		•	25-1/2-59"		•	•	1 week				•
Lee Jofa/Groundworks 800 Central Blvd. Carlstadt, NJ 07072 (201) 438-8444			•									•				•		•				27-54"		•			•			•
Lonseal, Inc. 928 E. 238th St. Carson, CA 90745 (213) 830-7111																•				•	•	36-54"	30 oz/ sq yd		•	7-10 days	•	2 days		•
J.M. Lynne Co., Inc. 59 Gilpin Ave. Smithtown, NY 11788 (800) 645-5044	•	•		•	•		•	•		•		•		•	•	•	•	•	•	•	•	27-60"			•	1-3 weeks				•
MDC Wallcoverings 1200 Arthur Ave. Elk Grove Village, IL 60007 (312) 437-4000	•	•	•		•	•				•		•	•		•	•	•	•	•	•	•	20-66"	10.5-36oz	•	•	5 days	•	1 day		•
MPC, Inc. Noise Control Prods. Div. 835 Canterbury Rd. Westlake, OH 44145 (216) 835-1405	•	•	•					•			•		•			•									•					•
Maharam Fabrics P.O. Box 6900 Hauppauge, NY 11788 (516) 582-3434			•															•	•	•	•	54-66"		•	•	72 hrs.	•	72 hrs.		•
Anton Maix Fabrics, Inc. P.O. Box 21306 Ft. Lauderdale, FL 33335 (305) 764-4304			•																			51-60"	16oz/yd	•	•	3 weeks	•	3 days		•
Karl Mann Assocs. 232 E. 59th St. New York, NY 10022 (212) 688-7141			•		•	•	•			•		•	•		•	•		•			•	24-36"		•	•	6-8 weeks	•	1 day		•
Manuscreens 20 Horizon Blvd. So. Hackensack, NJ 07606 (212) 440-7000												•				•				•	•	20-54"	12-21 oz/yd	•	•	1 week	•	1 day		•
S.A. Maxwell Co. 1406 Milwaukee Ave. Chicago, IL 60622 (312) 276-1520			•		•	•				•		•	•		•	•	•	•	•	•	•	20-54"	10-30 oz/yd	•	•	5 days	•	1day		•



Ben Rose, **Circle No. 327**.



Vicrtex, **Circle No. 326.**

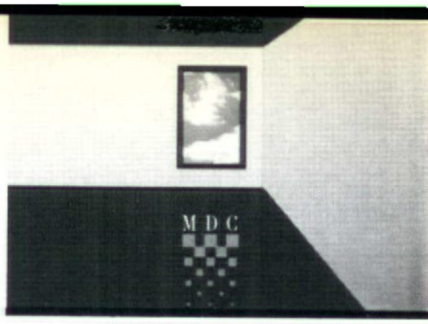


Boris Kroll, **Circle No. 343.**

	Products																		Backing											
Firm	Carpet	Cork	Fabrics	Flock	Foil	Grass	Hand	Leather	Mirror	Mylar	Panel	Paper	Scenics	Sculpt.	Strip	Vinyl	Wood	Scrub	Precut	Scrim	Paper	Roll Widths	Roll Weights	Coordinated	Fire Retard	Normal Delivery	Quick Ship	Quick Delivery	Retail	Trade
Mechanical Mirror Works 230 Fifth Ave., #1212 New York, NY 10001 (212) 889-3036									•										•			24"-36"				4 weeks				•
Meisel 9645 Webbs Chapel Dallas, TX 75220 (214) 350-6666													•								•	48-72"				12 days			•	•
Mellotone 108 E. Church St. Blacksburg, SC 29702 (803) 839-6341			•																•	•		32-72"		•	•	4-6 weeks	•	1 week	•	•
Merida Meridian 360 W. Genesee St. Syracuse, NY 13201 (315) 422-4921	•																					4'	3-4lbs/ sq yd		•	10 days				•
Milliken 201 Industrial Dr. LaGrange, GA 30240 (404) 883-5809			•															•				54"	10-13 oz/yd	•	•	2 weeks	•			•
National Carpet Mills 6540 Powers Ferry Rd. Atlanta, GA 30339 (404) 951-2075 Contact: Al DiFiore	•																					4'	12-25 oz.		•		•	immedi-ate		•
Naturescapes, Inc. P.O. Box 90 24 Mill St. Newport, RI 02840 (401) 847-7464													•		•	•		•	•			10-14'			•	1 week	•	1 day		•
The New Ozite Corp. 1755 Butterfield Rd. Libertyville, IL 60048 (312) 362-8210			•																			48"-54"	18 oz/ sq yd	•	•	1-3 weeks	•	1 day		•
OJVM Wallcoverings P.O. Drawer O Marlboro, NJ 07746 (201) 780-3202																						59"	19-23oz		•	3 days-1 week				•
Edward Pashayan 305 E. 63rd St. New York, NY 10021 (212) 753-6507															•	•									•		•			
Pawling Corp. 157 Charles Colman Blvd. Pawling, NY 12564 (914) 855-1005																•			•			48"			•	2-3 weeks	•	5-10 days		•
Pendleton Woolen Mills 1020 Springfield Ave. Mountainside, NJ 07092 (201) 654-7947			•																			54-66"	13-24oz	•	•	2-10 weeks	•	10 days		



F. Schumacher, **Circle No. 319.**

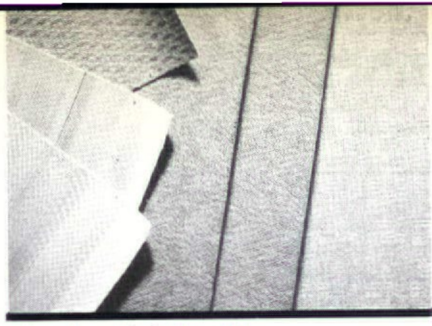


MDC Wallcoverings, **Circle No. 316.**

	Products																		Backing											
Firm	Carpet	Cork	Fabrics	Flock	Foil	Grass	Hand	Leather	Mirror	Mylar	Panel	Paper	Scenics	Sculpt.	Strip	Vinyl	Wood	Scrub	Precut	Scrim	Paper	Roll Widths	Roll Weights	Coordinated	Fire Retard	Normal Delivery	Quick Ship	Quick Delivery	Retail	Trade
Polaris Textile Wallcoverings 900 Circle 75 Pkwy. Atlanta, GA 30339 (404) 956-9025			•																			54″								•
Prestige Wallcoverings 1500 Potters Ln. Jeffersonville, IN 47130 (812) 288-4242			•	•										•			•	•			•	various		•	•					•
Quaker Fabrics Corp. 941 Grinnell St. Fall River, MA 02721 (617) 678-1951			•												•												•			
RK Style 965 Jefferson Ave. Union, NJ 07083 (201) 686-2665			•																			51,52″		•	•	2 weeks	•	1 day		•
Ben Rose, Inc. 6828 N. Clark St. Chicago, IL 60626 (312) 274-8185			•													•						54-66″	various	•	•	6-8 weeks	•	24 hrs		•
Roysons Corp. 40 Vanderhoof Ave. Rockaway, NJ 07866 (201) 625-5570										•		•			•	•						27-56″					•			
Scalamandre, Inc. 950 Third Ave. New York, NY 10022 (212) 980-3888	•		•	•	•	•	•	•				•		•	•	•			•	•		21-54″		•	•	8 weeks	•	1 day		•
Scandecor, Inc. 430 Pike Rd. Southampton, PA 18966 (215) 355-2410													•					•	•						•		•	1 day	•	•
F. Schumacher & Co. 79 Madison Ave. New York, NY 10016 (212) 213-7914			•			•		•				•			•	•		•	•	•	•	20-1/2-54″		•	•	2 weeks	•	1 day		•
Seabrook Wallcoverings P.O. Box 22597 1325 Farmville Rd. Memphis, TN 38122 (901) 458-3301	•	•	•	•	•	•	•	•		•		•	•	•	•	•	•	•	•	•	•			•	•	24 hrs.	•	24 hrs.		•
Sellers & Josephson 335 Chestnut St. Norwood, NJ 07648 (201) 767-6977					•	•				•		•	•		•	•						20-1/2-56″		•			•			
Sinclair Wallcovering 2500 S. Atlantic Blvd. Los Angeles, CA 90040 (213) 268-2511			•	•		•	•				•	•	•	•	•	•	•	•	•	•	•	27″-54″		•	•	6 weeks	•	next day	•	•
Sincol of America, Inc. 15308 E. Valley Blvd. City of Industry, CA 91744 (818) 333-8433																•					•	36-54″			•	1 day	•	1 day		•



Lee Jofa/Groundworks, **Circle No. 328.**



DesignTex, **Circle No. 334.**



Knoll International, **Circle No. 320.**

Firm	Products: Carpet	Cork	Fabrics	Flock	Foil	Grass	Hand	Leather	Mirror	Mylar	Panel	Paper	Scenics	Sculpt.	Strip	Vinyl	Wood	Scrub	Backing: Precut	Scrim	Paper	Roll Widths	Roll Weights	Coordinated	Fire Retard	Normal Delivery	Quick Ship	Quick Delivery	Retail	Trade
Sommer Coverings 100 Northfield Ave. Edison, NJ 08837 (201) 225-2140	•		•																			26-60"			•		•			
Sound Ab-Sorb 603 Broad Ave. Ridgefield, NJ 07657 (201) 945-1213			•												•				•			48-60"			•	4-8 weeks				•
Source Five 1200 Arthur Ave. Elk Grove Village, IL 60007 (312) 437-4000	•	•	•		•	•		•		•		•	•		•	•	•	•	•	•	•	20-66"		•	•	5-7 days	•	2-3 days		•
Stamford Wallcoverings 18 Rutgers Ave. Cedar Grove, NJ 07009 (201) 857-0622					•	•				•		•			•	•						27-54"			•		•			
Stratford Hall, Inc. 2946 Stuart Dr. Ft. Worth, TX 76104 (817) 926-7741			•					•														54"		•	•		•			
Stratton Inds. 779 S. Erwin St. Cartersville, GA 30129 (404) 382-9350	•																					5'			•					
StretchWall Prods., Inc. 42-03 35th St. Long Island City, NY 10014 (718) 729-2020			•				•	•		•	•		•		•	•		•	•	•	•			•	•	90 days	•	30 days		•
Suede-Tex 245 Newtown Rd. Plainview, NY 11803 (516) 249-7466																•						54"					•			
Sunwall of America 3044 N. Wodds Cir. Norcross, GA 30071 (404) 447-5402			•			•	•			•		•			•	•		•	•	•	•	20½"-54"	12-24"	•	•	2-3 days	•	1 day		•
Sunworthy Wallcoverings 195 Walker Dr. Brampton, Ontario Canada L6T-329 (416) 791-8788			•									•			•	•		•				21"		•	•	24 hrs	•	24 hrs	•	
TWIL-Textile Wallcoverings 5100 Highlands Pkwy. Smyrna, GA 30080 (404) 435-9720			•			•												•			•	27-59"	various		•	2-3 days	•	24 hrs.		•
Tectum, Inc. 105 S. 6th St. Newark, OH 43055 (614) 345-9691																			•			24-48"				2 weeks				•



Scalamandré, **Circle No. 341.**

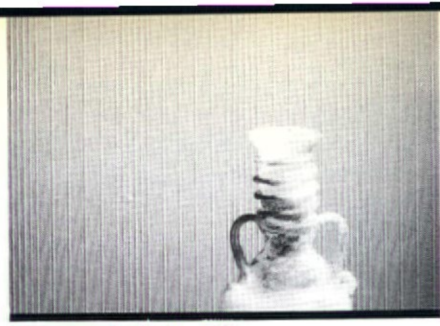


SR Wood, **Circle No. 340.**

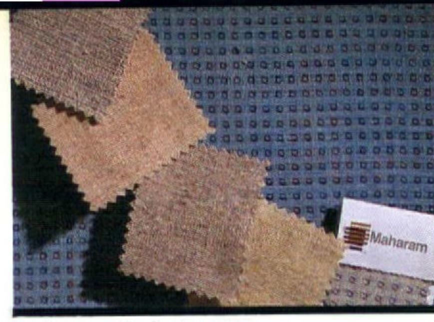
	Products																		Backing											
Firm	Carpet	Cork	Fabrics	Flock	Foil	Grass	Hand	Leather	Mirror	Mylar	Panel	Paper	Scenics	Sculpt.	Strip	Vinyl	Wood	Scrub	Precut	Scrim	Paper	Roll Widths	Roll Weights	Coordinated	Fire Retard	Normal Delivery	Quick Ship	Quick Delivery	Retail	Trade
Tektura, Inc. 4342 W. 12th St. Houston, TX 77055 (713) 681-4274			•									•			•	•						29-55"			•		•			
Thybony Wallcoverings 3720 N. Kedzie Ave. Chicago, IL 60618 (312) 463-3005		•	•		•	•		•		•		•	•		•	•						20½-54"		•						
Top Grade, Inc. 212 Durham Ave. Metuchen, NJ 08840 (201) 321-1660	•																					13"			•		•			
Tout Paris Div. Lown Enterprises 111 E. 80th St. New York, NY 10021 (212) 288-9730			•	•									•	•				•				4'-9'2"		•	•	4 weeks	•	3 weeks		•
U.S. Tasso, Inc. 1032 Hercules Ave. Houston, TX 77058 (713) 480-3310																						39"			•	1-2 weeks	•	1 day		•
Unika Vaev USA 305 E 63rd St. New York, NY 10021 (212) 750-0900			•																			54"		•	•		•			•
Unique Concepts/Fabri-Trak 201 E. 28th St. New York, NY 10016 (212)532-2393			•																						•					
Joyce Vagasy Textiles 2 Washington Sq. Village New York, NY 10012 (212) 477-1882			•																											
Vescom (USA), Inc. 220 S. Orange Ave. Livingston, NJ 07039 (201) 535-8162			•									•			•	•		•	•		•	31-52"				7-10 days			•	
Vicoa 611 Industrial Way W. Eatontown, NJ 07724 (201) 544-9494	•		•	•	•	•		•		•		•	•	•	•	•						27-60"		•	•		•			
Victrex Wallcoverings 170 N. Main St. Wharton, NJ 07885 (201) 366-2020			•	•		•							•	•	•	•		•	•	•	•	54"		•	•	1 week	•	1 day		•
Vycon Contract 54 20 Horizon Blvd. So. Hackensack, NJ 07606 (201) 440-7000															•	•						54"			•		•			



Unika Vaev, **Circle No. 329.**



Essex 54, **Circle No. 345.**



Maharam, **Circle No. 342.**

Firm	Products: Carpet	Cork	Fabrics	Flock	Foil	Grass	Hand	Leather	Mirror	Mylar	Panel	Paper	Scenics	Sculpt.	Strip	Vinyl	Wood	Scrub	Backing: Precut	Scrim	Paper	Roll Widths	Roll Weights	Coordinated	Fire Retard	Normal Delivery	Quick Ship	Quick Delivery	Retail	Trade
Wall Fabrics, Inc. 932 Market St., Box 1949 Paterson, NJ 07509 (201) 279-9255			•			•															•	27-56"		•	•	1 week	•	1 day		•
Wall Pride, Inc. 7050 Valjean Ave. Van Nuys, CA 91406 (818) 997-2700			•			•	•					•				•		•		•	•	54"		•	•		•	1 week		•
Wall Solutions 1400 Potters Ln. Jeffersonville, IN 47130 (812) 288-2500			•																		•	25-29"								•
Wall Trends Intl. 17 Mileed Way Avenel, NJ 07001 (201) 382-8600				•	•					•		•		•	•	•		•			•	20½-52"		•	•	4-6 weeks	•	1 day	•	
Wallmates Vinyls 1305 Newbridge Rd. N. Bellmore, NY 11710 (516) 826-2330												•				•						36"			•		•			
West Point Pepperell P.O. Box 71 West Point, GA 31833 (404) 645-4413		•																				54-66"		•			•			
Wicklund & Assocs. Design 2165 Daniels St. Long Lake, MN 55356 (612) 473-9066													•			•		•		•	•	52"		•		2-4 weeks	•	2-3 days	•	•
Willowtex, Inc. 38-01 23rd Ave. Long Island City, NY 11105 (718) 726-9890			•												•			•			•	29½-60"		•	•	to 8 weeks	•	1 day		•
Winfield Design Assoc. Inc. 2690 Harrison St. San Francisco, CA 94110 (415) 647-6787					•	•				•		•	•		•	•		•		•	•	27-54"				1 day				•
Wolf-Gordon Inc. 132 W. 21st St. New York, NY 10011 (212) 255-3300	•	•	•	•	•	•	•			•		•		•	•	•	•	•	•	•	•	27-60"			•	1 week	•	5 days		•
S.R. Wood 1801 Progress Way Clarksville, IN 47130 (812) 288-9201		•	•	•		•								•		•	•	•	•	•	•	various		•	•		•	1 day		•
Jim Wylie & Co. 3410 Century Cir. Irving, TX 75062 (214) 438-5050	•		•			•																54"		•	•		•			

More hospitality furnishings *(Continued from p. 127)*

LAMINATE TOPS ON FURNITURE ENSURE EXTRA DURABILITY

Ridgely Square guest room furniture from **EBCO Contract Furniture** includes a CATV armoire and a room refrigerator program. Pieces are constructed of all wood with laminate tops. Double trim brass hardware highlights major pieces. **Circle No. 208.**



EBCO

BAR STOOLS WON'T SCUFF

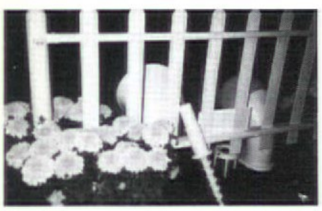
Bar stools come with stationary or swivel seats. Covers are available in leather, vinyls, and fabrics. Stretchers are brass clad to prevent scuffing, according to **Hickory Leather Co. Circle No. 351.**



Hickory Leather Co.

MOVEABLE SYSTEM CAN FENCE IN GARDENS

From **Rovergarden/USA,** maintenance-free fencing system for gardens can be used indoors or outdoors. Moveable system has a hinge that allows use on hills up to a 45-degree angle. **Circle No. 212.**



Rovergarden/USA



Arbor

ARMOIRE IS CONSTRUCTED OF WOOD SOLIDS AND VENEERS

Television armoire is part of a 14-piece custom-designed collection of guest room furniture from **Arbor Products.** Constructed of wood solids and veneers, the piece has a full length closet space on each side of the center section, with beveled mirrors. **Circle No. 209.**



Marden

LIGHTLY SCALED SEATING HAS LOOSE CUSHIONS

Marden's Zephyr series consists of a lounge chair, two-seater, and sofa. Wood-trimmed arms are either oak or walnut. Loose seat cushions with tight backs combine with curved arms in the lightly scaled seating. **Circle No. 218.**

CHAIR'S ARMS FIT UNDER A TABLETOP

Dining and conference chair's slanted arms fit under a tabletop. Model 228/11 with a solid wood headpiece is made of oak; model 228/14, with an upholstered back, is available from **Lubke International Design** in oak and beech. **Circle No. 227.**

CONVERTIBLE WALL BED ENABLES DUAL USE OF ROOM

Sleeping comfort is offered by **SICO Inc.**'s wallbed in twin, double, queen, or king size. Wallbed features a full innerspring mattress plus a vinyl-wrapped boxspring. **Circle No. 210.**



SICO

CASUAL COMFORT COMBINES WITH EASY MAINTENANCE

Available from **Telescope Casual Furniture** in strap or sling, the Antigua collection now offers an optional cushion and higher back. Included in the collection are a high-back arm chair, four-position chaise, and a platform rocker. **Circle No. 221.**



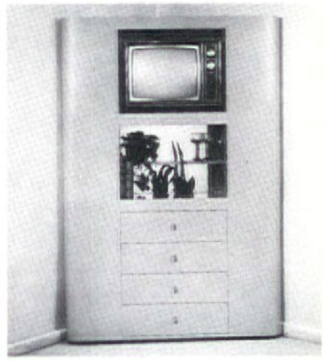
Telescope

CHAIR COLORS BLEND WITH CURRENT TRENDS

Plaza chairs and settees are crafted from American hardwoods. Finish selections include oak, walnut, mahogany, or 10 colored paints. **Jasper Seating** can also custom mix any color. **Circle No. 220.**



Jasper Seating



General Mica

ARMOIRE IS AVAILABLE IN ANY DECORATIVE LAMINATE

Space-saving Diplomat armoire from **General Mica Corp.** utilizes corner placement. There are four storage drawers, a mirror-backed display shelf, and an open section for TV insertion. With a plinth base, the armoire is available in any decorative laminate. **Circle No. 211.**



Tradewinds

COLLECTION CARRIES 5-YEAR WARRANTY

The Gulfwinds collection is manufactured from custom 1⅛-in. drawn aluminum and 2 in. wide vinyl. Vinyl straps are secured to the frames with stainless screws for easy replacement. Frames are coated with a baked-on polyurethane finish, in any of 12 colors. The collection from **Tradewinds Outdoor Furniture Corp.** has a five-year warranty against breakage. **Circle No. 224.**

EXTENSIVE CONTEMPORARY LINE OF TABLES OFFERED

Contemporary table line from **Bevis Custom Furniture** includes cubes, plinth cubes, cylinders, plinth cylinders, parsons tables, and pedestals. Shown is a plinth cylinder with medium oak laminate and a black plinth base. **Circle No. 213.**

CONTRACT's CONSTRUCTION LEAD SERVICE

Bringing Specifiers/Buyers & Suppliers Together



Photo by Stuart M. Gross

CONTRACT's Construction Lead Service, a free monthly report on new and remodeled contract jobs in the planning stage, provides suppliers with exclusive leads to current installations and offers specifier/buyers easier access to products and services.

CONTRACT readers get the special literature, rep attention and manufacturer services that your projects require. Just complete the "construction activity" section of the Reader Service Card in any issue of CONTRACT. It's the free, simple way to reach manufacturers eager to meet your needs.

CONTRACT advertisers get key details such as name of job, type of project, location, purchase deadline, projected budget, type of furnishings, contact name, phone number and more on contract installations in the immediate or near-future specification stage. You get a report every month your ad appears in CONTRACT... or a full year of reports with a six time schedule. It's the perfect way to get a jump on your competition and supply outstanding leads for your reps!

CONTRACT

Now...MORE Than Ever!

A Gralla Publication
1515 Broadway, New York, NY 10036
212-869-1300

NOW!

Crescent Has 44 Colors in 40 x 60 Oversize Mat Boards

No. 831 SMOOTH BLACK
No. 834 WHITE & CREAM PEBBLE
No. 835 WHITE & SLATE PEBBLE
No. 836 WHITE & CREAM
No. 8912 INDIA
No. 8924 DARK GRAY
No. 8934 PEARL
No. 8948 SAND
No. 8962 FRENCH GRAY
★ No. 8968 OLD GOLD
★ No. 8969 SILVER
No. 8971 DAFFODIL
No. 8972 FRENCH BLUE
No. 8973 CAMEO ROSE
No. 8974 DAWN GRAY
No. 8976 BAR HARBOR GRAY
No. 8977 NEWPORT BLUE
★ No. 8978 CONGO GREEN
No. 8979 DUSK
No. 8981 POMPEIAN RED
No. 8983 SADDLE TAN
No. 8984 OAK BROWN
No. 8987 PALM BEACH WHITE
No. 8988 WILLIAMSBURG GREEN
No. 8996 RUSSET
No. 8997 SABLE
★ No. 81031 LIGHT TEAL
No. 81036 LIGHT MAUVE
No. 81038 MAROON
No. 81051 OLDE TAN
No. 81054 BALTIC BLUE
★ No. 81058 CORAL
No. 81061 SANDSTONE
No. 81067 STORM BLUE
★ No. 81073 BISCAY BLUE
★ No. 81078 MADAGASCAR PINK
No. 81085 RUST
No. 81088 MIST
No. 81090 PEWTER
No. 81095 ANTIQUE BUFF
No. 81096 SEPIA
★ No. 83214 CHINESE RED
No. 83293 ANTIQUE WHITE
No. 83297 ARCTIC WHITE

All Have
Acid Free Core
And Backing Paper

★ 8 New Colors

Send For FREE Color Specifier

CRESCENT CARDBOARD COMPANY
100 W. Willow Road—P.O. Box XD
Wheeling, Illinois 60090

Please send your FREE (C-80/85) Color Specifier to:

Name ______________________

Company ______________________

Address ______________________

City ______________________

State ______________ Zip ______________

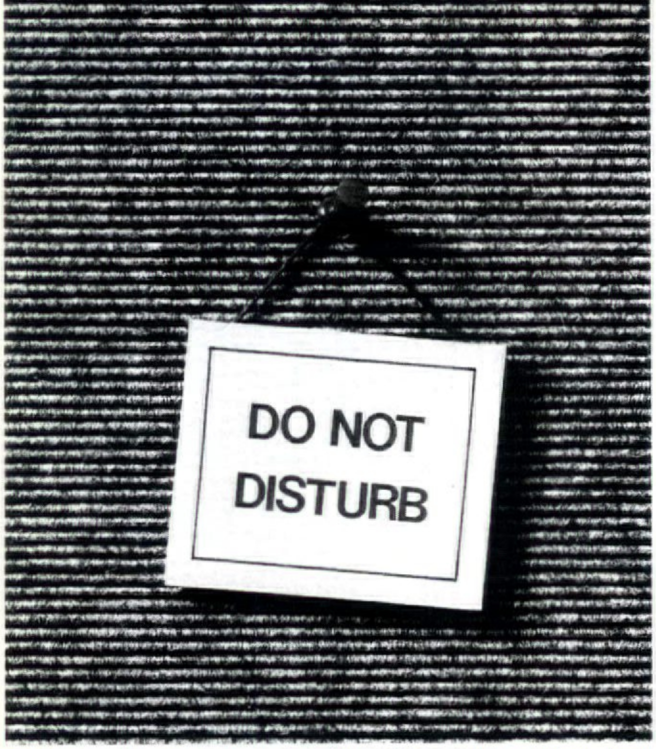
Crescent QUALITY

Circle 66 on reader service card

Crescent Cardboard Company, P.O. Box XD, 100 W. Willow Road, Wheeling, Illinois 60090

Circle 68 on reader service card

SOUND INVESTMENT FOR WALLS



Acousticord with its unique corduroy-like ribbing softens sounds, reduces disturbing noise levels. Also absorbs impact to protect walls, insulates to save energy, and provides ideal display surface. Available on cut-order basis with Eurotex stocking program.

Contact: Eurotex, 165 W. Ontario Street, Philadelphia, PA 19140. 800-523-0731. In PA 215-739-8844.

EUROTEX

Circle 69 on reader service card

BEWARE OF COPYCATS



© 1986 Tri-Guards, Inc.

There is only one original, genuine Tri-Guards® brand Corner Guard.

Don't let others fool you with cheap plastic imitations. Only Tri-Guards are made of space-age Lexan® poly carbonate. Tri-Guards won't crack, chip or discolor with age. Contact your nearest Tri-Guards distributor/or for more information call: (312) 537-8444.

Tri-Guards THE ORIGINAL®

CLEAR CORNER PROTECTORS

953 Seton Court
Wheeling, Illinois 60090

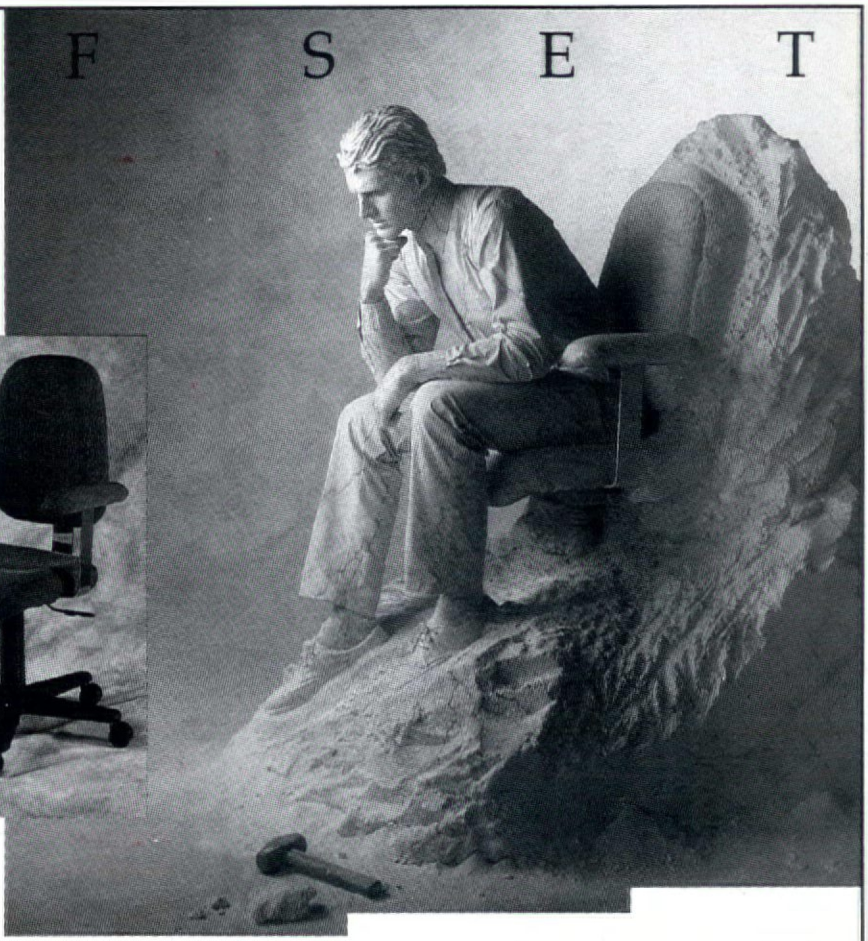
O F F S E T

Created to stand apart from the rest.

Offset. Masterfully constructed office seating in an intriguing palette of shades and contrasting colors. And appealing styles and options. Backed by a 10-year limited guarantee from Ajusto. A chair company featuring personalized service and quick delivery. So you'll usually have your chairs shipped to you within three to four weeks.



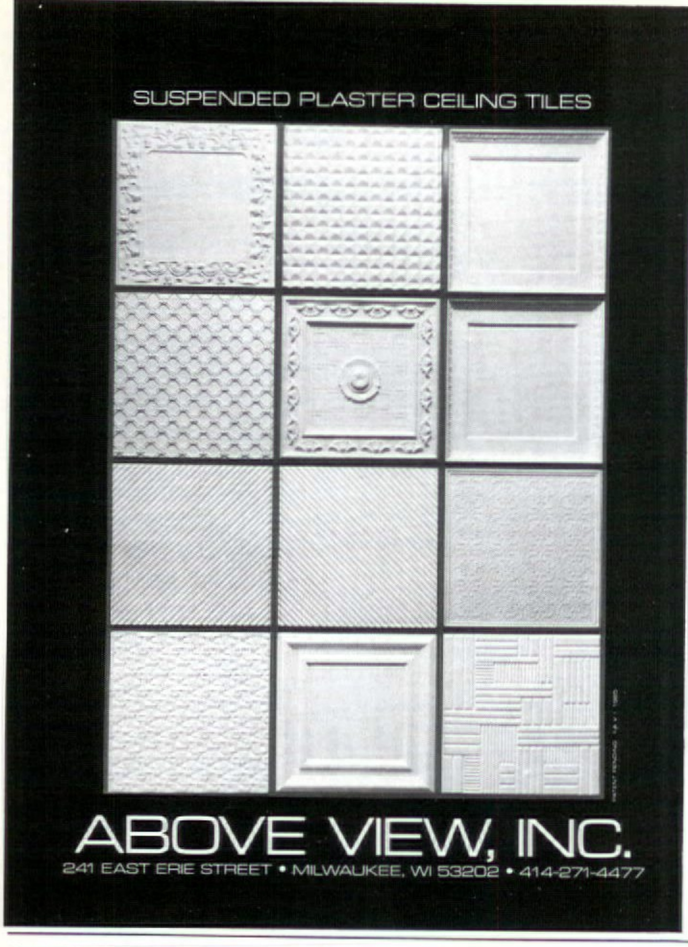
Executive



Ajusto Equipment Company

P.O. Box 348, Bowling Green, Ohio 43402
(419) 823-1861 (800) 543-4996 (Outside Ohio only)
Telex – 5106015196 (Ajusto BG UQ) Fax – (419) 823-1305

Circle 70 on reader service card





Hospitality furnishings *(Continued from p. 127)*



ARMCHAIR FEATURES DECORATIVE CHANNELS

High styling accents this transitional armchair from **Shelby Williams Inds.** The chair features a foam-padded spring seat and padded back with decorative vertical channels. **Circle No. 222.**



Thonet

DESIGNED IN 1910, CHAIRS ARE BEING REINTRODUCED

Designed in 1910 by Joseph Kohn, chairs feature upholstered sides or decorative slats. Both have steam bent wood frames, foam-padded seats and backs. They are available from **Thonet. Circle No. 219.**



Adden Furniture

SOFA PROVIDES GOOD LOWER BACK SUPPORT

Adden Furniture's Stafford sofa series has firm cushioning and contoured shaping for lower back support. Modular construction allows for repair or replacement of individual components.
Circle No. 225.

MESSAGE BOARDS CAN CREATE LUMINOUS LETTERS

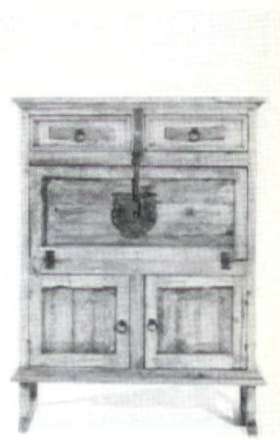
Written messages radiate light when they're displayed on **Marsh Chalkboard Co.**'s illuminated message board. Fluorescent light transmitted through the acrylic writing surface makes the colored crayon markings glow. Writing may be done in any of five crayon colors included with the Marsh-Lite board. **Circle No. 214.**



Marsh Chalkboard

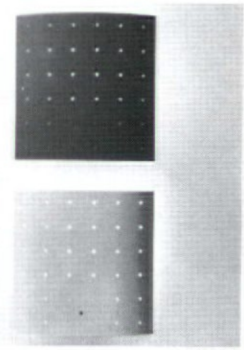
CHEST IS HANDCRAFTED IN MEXICO

Handcrafted, functional chest is complemented by antique hand-tooled hardware. With a southwest motif, chest is available from **Arte De Mexico. Circle No. 228.**



Arte De Mexico

Hospitality furnishings *(Continued from p. 127)*



Koch + Lowy

COLOR SPHERE ASSORTMENT MATCHES ANY AMBIENCE

China Seas' square-ft. aluminum fixture extends 3 in. from the wall. Color composition may be created using an assortment of deep colored spheres to match any mood or ambience. From **Koch + Lowy.**
Circle No. 217.

CHEST REPRODUCTION HAS GRAND PROPORTIONS

Charleston chest has been reproduced by **Baker** from an eighteenth century original. Swirl mahogany, oval brass pulls, and fine inlay lines are among the key details in this Charleston-made reproduction. Chest features grand proportions and an unusual drawer configuration (six small side drawers, three center drawers, and one full-width top drawer).
Circle No. 232.



Baker





Mill Business Furniture

Contemporary design and solid wood construction are showcased in a brochure on 3300 Boulevard series chairs. Four wood finishes are shown for the mid-grade office seating line from Mill Business Furniture Inc. **Circle No. 293.**



Schumacher

Floorcoverings available by the square yard or in room sizes are illustrated in a color brochure from Schumacher. According to literature, the firm can customize a floorcovering's size, color, and design. **Circle No. 303.**

Revised catalog from Marsh Chalkboard Co. pictures chalkboards, bulletin boards, conference cabinets, and other visual communication products. Twenty-four-page catalog contains descriptions, specifications, and ordering information. Introduced are Protect-O-Board protected message boards and Marsh-Lite illuminated message boards. **Circle No. 354.**

Featured in a 12-page brochure from Nienkamper are Ambassador Executive collection desks, tables, and credenzas. **Circle No. 355.**

Color inspiration was provided for the 1988 Du Pont Home Fashions Color Forecast by the Henry Francis du Pont Winterthur Museum in Winterthur, Del. The forecast was prepared by Vera Hahn, president, Team Design Associates. **Circle No. 306.**



Du Pont

Colorscapes lightweight vinyl wallcoverings from Vicrtex are arranged by color palette in a sample book to facilitate the selection process. **Circle No. 304.**



Vicrtex

Brochure covers chandeliers made with Strass crystal stones crafted by D. Swarovski & Co. in Austria. Traditional or contemporary designs are available from Architectural Crystal Ltd. **Circle No. 298.**

Literature for facilities designers describes Computer Aided Design (CAD) Templates, a creative software tool. From Steelcase, software uses Intergraph Corp. computer hardware and applications software. **Circle No. 299.**

ADVERTISING DIRECTORY

For more information on advertisers in this issue, circle corresponding reader service numbers.

FREE INFORMATION FAST

Use handy Reader Service Card for quick and convenient response to products displayed in this issue.